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*The International Shoe and Leather Weekly*



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# LEATHER *and* SHOES

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February 2, 1952

No. 5

## FEATURES

CUTTING ACCIDENTS IN SHOE PLANTS, By E. D. Peeler

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## THE NEWS

MILITARY MAY TAKE 10 MILLION PAIRS IN '52

STUDY SHOE PRICE DECONTROL

MASSACHUSETTS LEATHER WORKERS SEEK PAY HIKE

EARLY LIQUIDATION SAVED U. S. LEATHER \$10 MILLION

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**June Mason**

### HEADQUARTERS

THE RUMPF PUBLISHING CO.  
300 W. ADAMS ST., CHICAGO 6, ILL.  
PHONE—CENTRAL 6-9353

### EDITORIAL OFFICE

10 HIGH ST., BOSTON 10, MASS.  
PHONE—LIBERTY 2-4652

### OFFICERS

President: Elmer J. Rumpf; Vice  
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Moynahan, W. A. Rossi; Secretary,  
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don, W. 2, Paddington 5946 •  
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son, Drottninggatan, 2, Orebro,  
Sweden, Orebro 13027.

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# MORE PEOPLE, MORE SHOES

*In eight years a population of 180,000,000—and 600,000,000 pairs*

FOR the past half century, shoe consumption has run fairly parallel with population trends, give or take a shade up or down each year. In short, the more people the more shoe sales. Average per capita shoe consumption is slightly above three pairs, as is generally known.

Now, on the basis of a recent Census Bureau report, good news comes to the shoe industry. The Bureau estimates that by 1960—only eight years from now—the U. S. may have a population of 180,000,000, or 25,000,000 more than the present count. That, it may appear, is a phenomenal rise in a mere eight years. But it isn't if recent population trends are any indication of the near future. For example, in 1950 the population stood at 151,650,000. But now, less than two years later, it is 155,000,000, nearly a 3,500,000 rise.

If the current population pace continues, the 25,000,000 increase by 1960 is very probable. And the pace could well continue. For instance, the high wartime and postwar birth rate (averaging around 3,500,000 a year) was not expected to continue. Yet in 1951 we set an all-time U. S. record with almost 4,000,000 births. Now the population experts see no reason for any break in this phenomenal trend over the next few years.

Now, what does this mean to shoe business? First, a population of 180,000,000 means a *minimum* total shoe output of 550,000,000 pairs annually. That would be the production floor. This figure is based on a consumption-production ratio of 3.15 pairs a year, present average. If, over the next eight years, the industry through improved merchandising techniques manages to raise the per capita consumption pattern by only one-third of a pair, the minimum annual output would reach a little above 600,000,000 pairs.

This could resemble a real boom for the industry. An annual pairage increase of 100,000,000 above pres-

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## LandS Editorial

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1½¢ each.

---

ent levels is an obvious portion of this apparent boom. However, it would also mean a demand for an additional 125-150 million feet of upper materials, plus substantial increases in shoe chemicals, supplies and components, and also in equipment and machinery. Even a 50,000,000-pair increase (above a current normal average of nearly 500,000,000 pairs) would fatten the industry.

### Might Add Headaches

However, it might also intensify some of the industry's problems. It would not, for example, lessen the heated competition within the industry, for a fattening industry attracts more individuals desiring to feed off it. Also, it might pressure some prices upward to a substantially higher plateau—such as leathers, which are a by-product and whose supply cannot be controlled by tanners. Incidentally, this might give tanners cause to start thinking now of this increase in potential consumption and consider opening up new sources of supply to resist upward price trends based on increased demand and limited supply.

However, for the shoe manufacturer to view this prospective population increase in lump form and feel optimistic about it is a mistake. He must analyze population trends in three respects: (1) age groups where relative expansions or declines will occur; (2) consumption trends by types of shoes; (3) population trends geographically.

*By Age Group:* For example, in the 1950-60 decade the group from 5 to 14 years of age is expected to increase from 24.6 million to 35.6 mil-

lion, an increase of 45 percent. The old-age group (65 and up) will rise from 12.3 million to 16.8 million, an increase of 36 percent. These two groups alone, comprising 24 percent of the total population, will account for 55 percent of the total population gain over the next decade. Translated into footwear, it obviously suggests fine opportunities ahead for juvenile shoes, and for footwear designed specifically for "old-agers." Other segments of the population gains could be likewise analyzed.

*By Consumption Trends:* As frequently cited before in LEATHER AND SHOES, and again in last week's *Bulletin* of the National Shoe Manufacturers Association, spectacular shoe consumption gains have been made over the past two decades in some types of shoes (children's, misses' and women's), while no gains, or declines, have occurred in other types (boys', youths' and men's.) This presents an opportunity, as expressed in earlier editorials: if sales concentration is placed upon the "weak" shoe consumption spots, with continuing pressure on other types, a substantial over-all consumption rise might be realized.

*By Geographical Area:* Some states—California, Texas, etc.—are showing sensational population increases. This, obviously, indicates changes in concentration of retail outlets and retail sales, and other merchandising factors.

As we have suggested before, a blunt frontal attack on population increases, translated into footwear potentials, can result in waste and disappointment. This calls for a careful analysis of this growing shoe market—a continuing markets study to reveal trends in specific departments of the industry. If the industry has a more exacting knowledge of such trends, it can not only prevent many mistakes ahead but gear itself for the obviously fine opportunities confronting it.



**News about**  
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# Stylescope

SHOE FASHION NEWS AND TRENDS

Industry buzzing about startling rise in popularity of lower and flat-heeled shoes. Well-established among young women and girls, trend now towards styling flats expressly for more mature woman, or "middle-of-roader," heretofore much neglected. Fashion shoes were being aimed at young group. Stodgy, comfort-stressing "styles" for older women. Little being attempted to satisfy needs, wants of in-betweeners.

Suddenly women's shoe industry beginning to realize potentialities of tremendous untapped field. These "middle-of-roaders" want style shoes plus comfort. Have shied away from flat-heels up to now, because all flats aimed strictly at young women and girls. Have been dissatisfied with styling of "comfort" shoes. Have been "forgotten women" so far as fashion end of shoe industry concerned. Shoe industry cannot afford to ignore approximately nine million American women who are "forty-ish," who have money to spend on items right for them.

Now leading women's shoe manufacturers starting promotions on low and flat heels aimed at attracting this large market. Not a shoe with "little girl" look, but one elegantly feminine, mature, sophisticated. British type styling considered especially good for this field. Soft, supple lines important—graceful and feminine, lacking any elements of "fad-iness." This type of shoe bound to create many, many extra sales. When these shoes presented to public, stressing good fashion plus comfort, will sell exceptionally well. Fashion is main factor accounting for extra sales throughout all branches of women's wear industry.

Here are some comments from representative members of industry: Flats are good for older women, but require a special kind of styling—a shoe stylist. According to Sylvie Hamilton, shoe fashion coordinator, Foundation for Forty-Plus Living, Inc., these new flats will open a vast new audience, since styling is stressed for older woman, she will readily accept them. A leading designer says, "I am doing much more with flats than ever before, keeping a modified youthful look which older women are accepting. Seventy-five percent more flats are now being made. A new trend may definitely be started here since there has been a demand from older women for comfortable shoes with a more stylish, semi-youthful look."

"Statistics from high-heel manufacturers show a great loss to them and many are sorry they didn't get on the flats band-wagon six months ago," says another designer. A further comment from the designing end of the industry — "The whole industry picture leans toward flats for older women. We are in the midst of starting a new trend as older active women clamor for more shoe comfort, plus fashion. Even fashion shows are promoting flats and clothes for 'middle-of-the-roaders.'" (Note—in last season's Paris openings, Dior showed a Perugia-designed Cuban heel shoe

throughout his entire collection, used with everything from the tailored costume to formal wear—see Oct. 20 issue *Leather And Shoes*.)

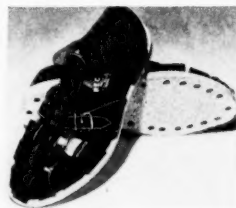
"There is a definite need for flats for older women," says a leading women's shoe manufacturer. Another says, "We are working with heel heights 8/8 and lower. There has started a trend toward flats for older women, based on high-styling techniques and incorporating a soft, sophisticated British look." A factory styleman says, "There have been terrific sales on flats recently and many concerns are doing a rushing business, putting out 10 to 15 thousand pairs a day. A new trend may be started as 50 percent of production is now in flats retailing from \$6.95 to \$12.95." "High heel manufacturers are suffering big losses. Flats on the other hand are going over in a big way from all production indications," adds a designer and manufacturer.

Men's sandals being pushed as all-year-round at-home fashion. Recordia Manufacturing Company, makers of

arch-support sandals for men, adds television to its national advertising program for 1952 to tie-in with the company's scheduled promotion of men's sandals for at-home wear. Company spokesman says, "Manufacturers of women's fashions have long realized the vast potentials of special TV fashions. We're out to make Recordia sandals the leading TV footwear fashion for men. Sandals for at-ease wear are a natural. We are

going to step out of limited seasonal sales into a full-time, year-round program." Shoe pictured retails from four to five dollars, is made of topgrain leather with flexible non-skid sole, built-in arch support, shock-absorbing heel cushion, comfort-proven last.

Handbag-shoe coordinations boosting sales. Many manufacturers working on this idea more and more. Find that in novelty types, colors, materials, especially for Summer and resort wear, attractive shoe styles will sell more readily when coordinated in color and material with handbags. Consumer can purchase unusual shoes with matching bags and thereby dress up basic costumes with eye-appealing, colorful accessories in which shoes set the tone.



*Rosalie Manzanian*

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1	1. CUTTING					
2	2. MARKING					
3	3. DRUMMING					
4	4. SEWING					
5	5. FINISHING					
6	6. PACKING					
7	7. SHIPPING					
8	8. RETURN					
9	9. TOTAL					

# CUTTING ACCIDENTS IN SHOE PLANTS

*Fresh ideas inspire employee cooperation—sharply reduce accidents*

By E. D. Peeler

Safety Director

General Shoe Corp.

Safety is divided into three factors: education, engineering, and enthusiasm. It is my belief that through education we will get the proper enthusiasm. But first, let me give you an idea of our setup at General Shoe.

We have the Industrial Relations Department under which the Safety Department operates, and out in the field we have 23 plants and units. This includes four warehouses and one chemical plant and one tannery.

## Committee Setup

In each manufacturing plant we have a safety committee made up of one employee from each department elected by other members of the department. Each member serves for six months. Also serving on this committee is the superintendent and personnel manager and one rotating department manager. The Safety Committee meets once a month in the plants and in some of our locations they meet twice a month. The personnel manager in each plant is responsible for the safety program in his particular plant working closely with me out of the home office. Of course we put safety in line with cost, quality, production and morale among the responsibilities of each department manager.

It is the personnel manager's responsibility to see that the safety committee functions properly. To do this we have to train the personnel manager in safety and he passes on the training to members of the safety committee in our meetings. The safety committee gets suggestions from all members of the plant. Before each meeting safety suggestion blanks are

passed around to every member in each department and then the safety committee picks up the suggestions, takes them into the meeting for discussion and approval.

## L and S

The article, "Cutting Accidents In Tanneries," announced for publication this week, was withdrawn for re-checking on several details, and will appear here shortly.

## L and S

Ours, like any safety program, has to have the support of management. Before any new idea is put into effect, top management must give their wholehearted support to this idea. To get this support, all new ideas are discussed and approved at our weekly industrial relations and safety meeting with top management. From there it goes to the superintendent, personnel manager and to the safety committee and then on into operation.

Next, let's take a look at the annual safety report to top management. The primary purpose of this report is for top managements' information. However, it also goes to our branch plants for review by the safety committee, personnel manager, superintendent and department managers. This safety report shows the activities of each plant, how they stand in the safety standards as of the end of the year, what activities went on at the plant concerning safety, how much their workmen's compensation costs and what their housekeeping rating

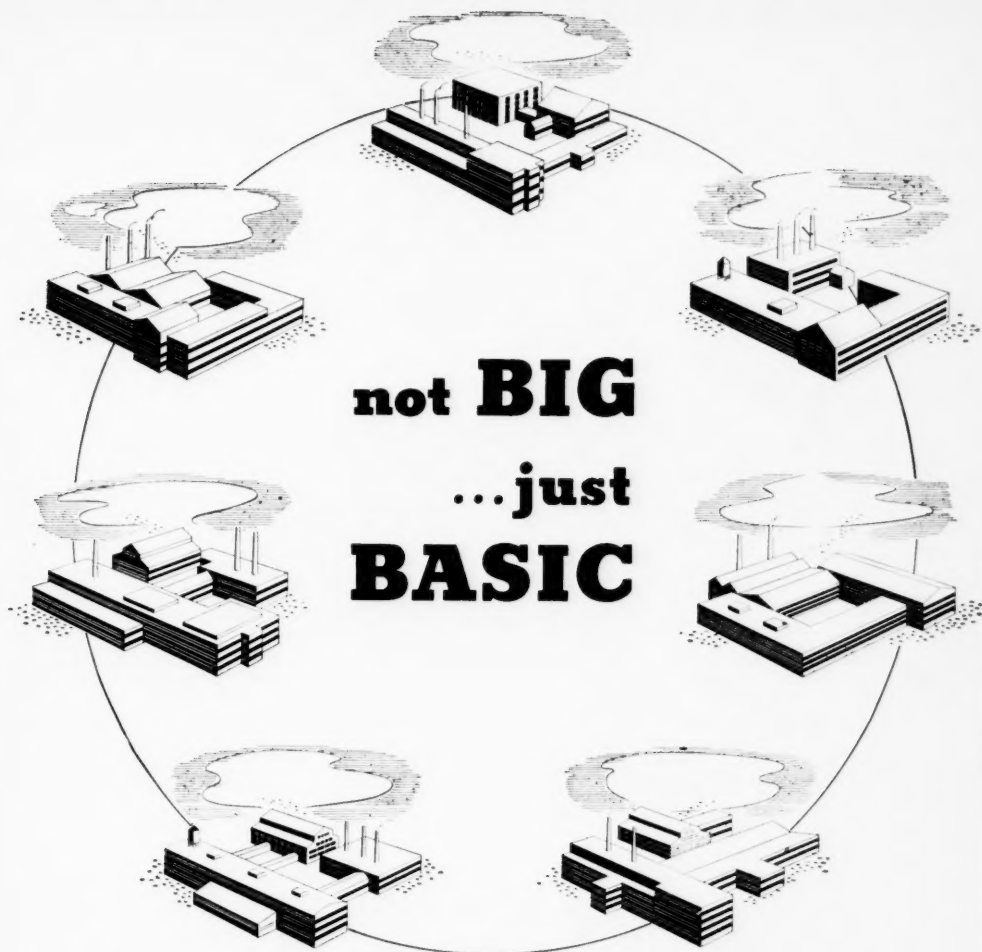
was for the entire year. We rate each plant four times a year and give them a rating from 100 on down starting at A and going down to C.

A lot of emphasis is put on housekeeping because each plant receives points on a manufacturing batting average and the plant having the most points at the end of the month receives 25 shares of General Shoe stock divided up among the department managers. So plenty of emphasis is put on housekeeping. The number of suggestions submitted in the plant is a sizeable factor on this batting average.

Let's take a quick look at the monthly safety bulletins. The front page of the safety bulletin is used for education, recognition or advertisement of our safety program. We give recognition to jobs well done by plants or by individuals. We inform the safety committee members of new safety ideas, educate them in general safe practices and give them discussion material for their meeting, by use of the front page of the bulletin.

## Safety Consciousness

The second page is used for the plant's standings. We now have six plants that are over the million man hours mark and two over the three million mark. Two of our plants received distinguished service to safety awards for the National Safety Council for this three million man hours worked. We have always had two or three plants that lead the parade. This can be traced back to many reasons. Mostly safety enthusiasm among local management and safety consciousness among the employees.



It is basic to be larger than just large enough — to have houseroom for the next customer after he's been welcomed in. It is basic, too, to have what it takes to bring him in and to have ready for him the goods and service he is looking for. To make better box toes—and enough of them—it became basic for us to own and operate a felt mill, a rubber plant, and finally a plastics fabricating division as supplements

to our impregnating and calendering units. In order to reconcile manufacturing processes to new raw materials — to coordinate box toe activation to speedier shoe lasting — to develop clean, white thermoplastic toes that permanently attach to shoe linings, it became basic to research new fields from electronics to metallurgy. We find ourselves liking the job, as you will like the results of it.

*Beckwith* **BOX TOES**

Beckwith Manufacturing Company, Dover, New Hampshire, and its subsidiaries, Arden-Rayshine Company, Watertown, Mass.; Beckwith Mfg. Co. of Wisconsin, (Milwaukee); Beckwith Box Toe, Limited, Sherbrooke, P. Q., Canada; are manufacturers of conformable shoe foundation materials. Other subsidiaries include Victory Plastics Co., Hudson, Mass., plastics fabricators; Felt Process Company, Boston, Mass., industrial feltmakers; and Safety Box Toe Company, Boston, Mass., marketers of steel safety box toes.



The third page of our safety bulletin is used for description of lost time accidents; the nature of the injury and the recommendations for preventing recurrence and number of days lost by the employee. The safety bulletin has always proved very successful and is well worth the time it takes to get it out.

#### Plant Paper Useful

I have always capitalized our plant paper. Almost every employee reads this publication and through it we can plug safety, get pictures about safety awards and safety winnings and safety standings. Through it we are getting safety over to the employees. I have never seen an edition of it come out in any plant without something in there about our safety progress and safety standings. Always capitalize on your plant publication if you have one.

One of the most popular safety educational programs that we have run this year was our safety limerick contest.

I first proposed that we give \$5 cash for the best safety limerick in each plant each month and I was very embarrassed when the Chairman of the Corporation said: "We don't make money in the shoe industry, we

make shoes, let's give them shoes"; so I quickly agreed to this.

However, it did help the business even though it must have cost the company a little more and it taught me a lesson to always think about the product that you are producing in relation to your safety program.

This program was very successful. Each month a limerick and a cartoon would come out in the plant paper. Most every employee carried it home with them and so we had to include the family in our contest. We would give them until the end of the month to return their safety limericks. Then the safety committee members would go over the entries and pick out the best one.

I would like to mention a novel and successful series of safety posters which we recently used. They came from the Pitney-Bowes Co., who will furnish prints of them on request. They were a series of "Ten Little Indians" posters which graphically and humorously eliminated an Indian a day, until we are left with the thought, "Ten little Indians, silly little fools, they would still be with us if they'd followed Safety rules."

I would like to mention another contest which I ran which has proved very successful and very practical.

We have 20 registered nurses in General Shoe out in our branch plants. Any plant that has over 300 employees has a registered nurse on duty at all times. First, I asked the company to send all 20 of these. Later I came up with the idea of sending one nurse to the National Safety Congress each year.

The question came up of how was I going to pick this one. I suggested that we run a contest between them to cut down on lost time accidents and injured people sent to the doctor. We drew up rules for the contest which are as follows:

#### Fitting Rewards

The nurse having the fewest lost time accidents and the fewest doctor cases during the next year would get an all expense trip to Chicago for the entire week not only to visit the National Safety Council Industrial Nursing Section but to see Chicago and see it on company time with all expenses paid.

The nurse who won led her plant through the year without a lost time accident and without a single doctor case. To achieve this she had the cooperation of local management and every employee. The three runner-ups

(Concluded on Page 32)

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**New England leather workers won't get pay hike at this time.** This is feeling of majority of tanners contacted by LEATHER AND SHOES' staff this week following report International Fur and Leather Workers Union will demand wage increase in area tanneries.

**Tanners are in no position to go along with higher wages.** Many will report heavy losses for 1951, others will be lucky if they maintain profits somewhere near previous year's levels. Continued instability of raw-stock market has effectually halted turn of year leather sales in tracks. No telling when conditions will improve. Union could not possibly choose worse time to seek raise, tanners say.

**Manufacturers hadn't received official notice from union at this writing.** However, IFLWU delegates from 13 locals in area voted unanimously in favor of reopening wage question. Actually, union has no choice in timing of request. Present two-year contract stipulates union must notify manufacturers 30 days prior to March 1, 1952, that it wants wages reopened. Otherwise, wages remain the same for year.

**IFLWU hasn't changed its platform for wage drive over past two years.** Two years ago, union officials were claiming tanners' labor costs were "too insignificant" to affect ability of manufacturer to sell leather. Figures show otherwise.

**Fact is, labor cost of merchandising tanner averages at least 15% of over-all cost in processing a hide, is probably nearer 20-25%.** Cost for contract tanner who doesn't own the hides or skins he tans is closer to 50%. Fancy and garment leather tanners average about 40% for labor cost since they require more workers. Another factor to consider: with hide market dropping, labor costs of tanner rise proportionately.

**One last thought.** Take a look at latest figures on tanners' profits for 2nd and 3rd quarters 1951. In 3rd quarter, combined profits before taxes totaled \$34 million, a decline of 3% from 2nd quarter. Profits after taxes were only \$13 million, representing profit shrinkage of fully 7%

from previous quarter. Figures for 4th quarter 1951 due to even greater decline.

**Small shoe manufacturers may soon be exempted from wage controls.** Wage Stabilization Board reported about to lift ceilings on wages paid by manufacturers employing 4 or less workers. However, CIO trying to persuade WSB to go along with 10 workers figure. Based on 1947 census of shoe manufacturers, 89 plants or 7% of total had 1 to 4 workers; 173 plants or 13% of total had 9 or less workers. Approximately 1,200 shoe plants operating today.

**Worker situation in shoe factories continues serious despite Labor Department report of rising industry work-week.** Department said 9 months skid in work-week halted in mid-Dec. by rising to 38.2 hours from average 35.6 hours in mid-Nov. This is still below 38.3 level of Dec. 1950. Average weekly earnings during Dec. were \$49.32, up from the \$45.92 in Nov. and better than the \$47.26 in Dec. a year ago.

**Trouble lies in fact skilled shoe workers hard to get these days.** Many were disgusted by long layoffs during 1951 slump, sought work in higher paying industries, have remained at these jobs despite renewed activity in shoe plants. Others deliberately left shoe industry to learn jobs with other manufacturers. Result is many manufacturers are short-handed now or forced to go along with inexperienced workers. Lag in output, overtime, etc., is eating further into shoe manufacturers' profits, already in tight squeeze.

**Curious how Munitions Board steadfastly refuses to give shoe manufacturers exact status of military shoe requirements for coming year.** All Board officials will say is that total pairage for first six months 1952 will fall below last six months 1951. Refusal supposedly stems from secrecy rule now gagging Washington agencies. Yet President has already indicated size of Army short of Universal Military Training, all-out war, etc. Now NPA has pegged armed forces pairage needs at 10 million for entire year.

# TEN MILLION PAIRS FOR MILITARY?

## SCHNITZER REVEALS TENTATIVE PAIRAGE

### Trade Told Hide Decontrol Favored

Military demand for shoes may amount to 10 million pairs during the coming year, it was explained this week by Julius Schnitzer, director of the leather division of the National Production Authority. The figure last year was close to 20 million pairs, he said.

Demand will go higher, he added, if Congress enacts into law the pending proposal for Universal Military Training, or if the armed forces are substantially increased. All-out war, of course, would upset all forecasts.

The Schnitzer estimate was reported by trade association officials attending a closed meeting with officials of five government agencies (Jan. 29) to ask the end of both allocations and export controls over domestic cattle-hides and skins.

The Munitions Board which officially sets defense procurement policies has thus far refused to disclose military footwear requirements for any part of 1952. Schnitzer's forecast is the first since Edward A. Drew, Tanners' Council economist, said last Oct. that the armed forces would probably require 12 million pairs this year.

John K. Minnoch of the National Hide Association and L. Blaine Liljenquist of the Western States Meat Packers Association, were among those expressing confidence that both domestic and export controls would be eased if not eliminated soon.

Loring K. Macy, director of the Office of International Trade, expressed such interest in easing export controls, according to Liljenquist, that many of the trade association officials believed "open end quotas" may be the result.

Under this procedure, exporters may ship out hides and skins under a government license, with the licensing allowing the government to prevent hides going to Iron Curtain countries. Macy promised "immediate" consideration of this.

Schnitzer also told the meeting he would end domestic allocations if the results of a study under way show that is wise, it was reported.

A State Department official said he saw no reason for strict export controls, designed to keep hides at home, and a Defense Department officer was reported as saying the military was little concerned in view of the substantial supply.

Dickson Stauffer, head of the leather division of the Office of Price Stabilization, cautioned that trade association officials were speaking of low prices for heavy hides, and asked if light hides were closer to ceilings.

A Department of Agriculture official supported an estimate of the trade association executives that the cattle hide supply may be 10 percent higher this year than last.

When some in government asked just what would happen if expert controls were eased, Minnoch proposed a government mission abroad to get the facts on supply and demand outside the United States.

### Seven-Page Statement

Association officials, who had named Liljenquist as their chairman, left a prepared statement of seven pages with the government officials. Much of it contained statistics showing that some hide prices are at the lowest point in six years.

The text forecast that the 1952 domestic cattle hide and skin supply would come to 20 million, compared with 18 million last year. Last year's imports came to three million more.

"During the war years, and immediately preceding, about 75 percent of the shoes produced in this country had leather soles; today less than 50 percent have leather soles," the statement said.

"This has resulted in a reduction of wettings for sole and belting leather from an average of 3,500,000 hides per year prewar to 5,000,000 hides currently. It has also caused the liquidation of several sole leather tanneries, including one of the biggest units in the industry.

"The imbalance of our hide supply is further demonstrated by the prevailing differentials. The long time average price of light cows is 16.65 cents per pound and Colorados 15.35 cents per pound, or a spread of .3 cents per pound. The current differential is 3.0 cents with a tendency to widen."

(Concluded on Page 18)

## SHOE OUTPUT FALLS 13.7% IN JANUARY

### Decline Reported For 11th Consecutive Month

Shoe production during Jan. 1952 will approximate 39,500,000 pairs, the Tanners' Council estimates. This is a drop of 13.7 percent from the 45,734,000 pairs produced in Jan. 1951 and 5.6 percent below the more normal output of 41,837,000 pairs of Jan. 1950.

The January decline marks the 11th consecutive month that shoe production has fallen below comparative figures for the same period in the preceding year.

December output estimates have been revised to 32,250,000 pairs, a decline of 13.3 percent from the 34,334,000 pairs reported in Dec. 1950.

This would bring the total for the 12-month 1951 period to 469,622,000 pairs, some 8.3 percent below the 512,374,000 pairs produced in 1950. However, fully 20 million pairs of military shoes were made in 1951 compared with three million in 1950. On this basis, 1951 civilian output was close to 449 million pairs, the smallest civilian shoe output since 1942.

Only shoe category to show a gain in 1951 over 1950 was men's shoes where military contracts brought total production to 106,176,000 pairs, an increase of 3.1 percent over the 102,962,000 pairs reported in 1950. The Council points out that men's shoes, without military procurement, would probably have shown a decline of close to 14 percent from the previous year's production. All other categories showed declines ranging from approximately 10 to 14.6 percent.

Following are comparative figures showing actual 1950 production by types and estimated 1951 output:

### COMPARATIVE 1951 FIGURES (1,000 pairs)

	1951	1950	% Change
Men's shoes	106,176	102,962	+ 3.1
Youths', boys'	14,399	16,653	-13.5
Women's shoes	206,222	230,443	-10.5
Misses', children's	54,716	60,896	-10.1
Infants', babies'	33,794	37,890	-10.8
Other (slippers, etc.)	54,270	63,530	-14.6
Total	469,622	512,374	-8.3

## BAY STATE LEATHER WORKERS ASK PAY HIKE

### Vote To Re-Open Current Contracts

New England tanners, beset by a price and profit squeeze in the midst of declining sales, this week received notice of further difficulties to come when District 1, International Fur and Leather Workers Union, which claims to represent some 12,000 leather workers in the area, voted to launch a drive for further wage increases.

Delegates from 13 New England locals meeting at the Hotel Bradford, Boston, voted to re-open the question of wages under the wage re-opening clause contained in the present two-year contract with the Massachusetts Leather Manufacturers Association. The union also voted to re-open contracts with independent tanneries in the area.

Union spokesmen said higher wages were necessitated by continually rising living costs which were causing leather pay rates to fall behind the "inadequate Wage Stabilization Board formula."

Under its contract with the Massachusetts Association, the union must notify manufacturers 30 days prior to March 1, 1952, of intention to re-open the wage question. The contract expires April 25, 1953.

In seeking wage increases, union officials declared that "labor costs in the overall price of leather is too insignificant to have any bearing upon the ability of the manufacturer to sell leather."

The union did not enlarge upon this statement although latest available figures indicate that from 15-25 percent of the merchandising tanners' cost in processing leather is accounted for by labor. This percentage is even higher for tanners of fancy leathers. Contract tanners who do not own the hides they process pay up to 50 percent of their costs to labor.

The conference also blamed the leather industry's "temporary slump" on "profiteering" which has boosted shoe prices beyond the reach of millions of people, while at the same time tanners have increased productivity through new machinery, greater effort and partial elimination of processes.

Delegates pledged their support to workers at A. C. Lawrence Leather

Co. in Peabody, currently negotiating their first contract as IFLWU members with the world's largest tannery. Other resolutions adopted called for abolition of the Wage Stabilization Board and full support to both steel workers and miners now seeking to crack the WSB wage freeze.

Officers elected for the year include Isador Pickman, president; Michael Donahue, secretary-treasurer; and Thomas Hallinan, Holly Martin and Sydney Fisher, vice presidents.

### American Hide Reports Huge Loss

American Hide and Leather Co., large Boston tanner of calf and side leathers, startled the tanning industry by announcing a loss of \$1,279,743 for the six months ended Dec. 31, 1951. Net loss after a Federal tax carryback of \$453,091 was \$826,657 as compared with a net profit of \$476,286 for the same period in 1950.

Sales during the 1951 period totaled \$5,485,964 as against sales of \$9,629,231 in the last six months of 1950.

Charles E. Nichols, treasurer, said that if "unsold portion of the inventory had been redeemed to 'market' on Dec. 31, there would have been an additional loss of about \$900,000 for the six months.

"The books will not be closed until June 30, 1952. If at that time, the market value of the inventory is lower than book value, the reserve of \$700,000 for future inventory price declines may be used to offset all or part of the loss."

## LIQUIDATION SAVED U. S. LEATHER MILLIONS

### Velsor And Tompkins Made Decision

U. S. Leather Co.'s decision to get out of the sole leather business and dispose of all its leather holdings last year saved the company and its stockholders some \$10 million dollars, according to John Fox, currently the nation's leading financial "mystery man," who holds the majority of the company's stock.

In a press interview last week, Fox told LEATHER AND SHOES that U. S. Leather obtained some \$18 million from sale of its leather inventory last year. This same inventory would now be worth only \$8 million, he added, and would have meant a loss of \$10 million to stockholders.

Decision to liquidate its leather interests was made by A. Burch Velsor, president, and B. A. Tompkins, general manager of the firm, Fox said. As majority stockholder, he concurred with their action.

"We saw no future for us in the sole leather business," said Fox. "A study of shoe production figures showed that the trend is definitely away from sole leather."

On Thursday, Jan. 31, stockholders were mailed the company's initial \$10 liquidating dividend. Another final dividend of \$3 per share will probably be made after income taxes are settled, according to Fox.

The company has already disposed of all its leather holdings except the glue plant at Williamsport, Pa. This will be auctioned off during March.

## POTDEVIN'S NEW HOME



This brand new one-story brick building is the new home of Potdevin Machine Co., Teterboro, N. J., manufacturer of a wide variety of paper bag and printing machinery and coating machines. Two former Brooklyn divisions and executive offices of the Potdevin Export Corp. are quartered in the new building containing some 102,300 sq. ft. of manufacturing space. All Potdevin manufacturing and sales operations are now combined under one roof. The firm has been located in Brooklyn for over 50 years.

## OPS STUDIES SHOE PRICING DECONTROL

### DiSalle Committee To View Problems

Washington—A study looking toward possible decontrol of prices of shoes and other soft commodities is being launched by the Office of Price Stabilization, it was disclosed this week.

Price Director Michael V. DiSalle told Congress Jan. 23 he is about to appoint a "top-level committee within

the agency" to get the facts for and against decontrol.

The committee would have three aims, as follows, he said:

1. "To explore critically and continuously the question of decontrol in specific areas where price pressures, at the moment, are largely absent.

2. "To explore all possible means for reducing or eliminating any burdens of computation, record-keeping, or reporting which our regulations impose in areas which remain under ceiling, but where ceilings are, at any particular time, not effective; and

3. "To develop standards under which we can continually test whether decontrol is feasible and, when it becomes feasible to provide an orderly and objective procedure for its accomplishment."

DiSalle, who has just said he's soon to leave the agency to run for Senator from Ohio on the Democratic ticket, also said: "Consumer soft goods—textiles, apparel, shoes—represent the one area where some softness is almost universal. Even here there are significant exceptions, but they are truly exceptions. In part this is still a 'hangover' from the speculative spree of a year ago."

He put up the caution sign on any speedy decontrol, however, saying: "Some people question the need for continuing price controls at all; or at least whether a partial decontrol of 'soft items' should not immediately be undertaken.

"Now, I have repeatedly said—and I sincerely believe—that direct price controls should be removed as rapidly as we may safely do so. But premature or unwarranted action could do much harm. Controls—once removed—cannot easily, and should not hastily be reimposed."

Pointing out that textiles, apparel and shoes are selling below ceiling price, DiSalle warned the Congress:

"Continued stability in this area depends upon the continuance of moderation in consumer buying, and on that we surely cannot count unless public confidence in price stability is maintained."

He could not "stress strongly enough the dangers of premature decontrol, particularly at this time when pressures are still building up," he said.

## SEEN AT CHROME TANNING SYMPOSIA



Random shots taken at the "Symposia on Chrome Tanning" held in Milwaukee Jan. 19 by the Tanners Production Club of Wisconsin show a few of the more than 250 members and guests who came from scattered points in the U. S. and Canada to attend the widely-heralded meeting. Top, left to right, Al Schiller, Nopco Chemical Co.; R. Keith Blakely, Wm. Amer Co.; Dr. Edwin R. Theis, Lehigh University Department of Leather Technology; and Carl Muckenhirn, Rohm & Haas Co. Center, Laurence L. Jones, president of the Tanners' Council; Carl Taylor, Alex Abig, president; Harold R. Miller, vice president, and Harry R. Wilson, secretary-treasurer of Wisconsin Tanners Club. Bottom, Dr. H. B. Turley, Rohm & Haas Co.; Walter Schultz, Proctor Ellison Co.; and William Hamel, Albert Trostel & Sons Co.

### HIKE LEARNER PAY

An average three-cent-an-hour hike in the legal minimum wages for learners in the shoe manufacturing industry has been tentatively adopted by the Wage and Hour Division of the Labor Department.

As tentatively adopted, the wages would go from 65 to 68.5 cents an hour for the first 240 hours, and from 70 to 72.5 cents for the second 240 hours.

The proposed action would amend present minimum wages, allowing the employment of learners at less than general minimum wage levels.

A 15-day period is allowed shoe manufacturers, labor groups and others to appeal or argue the proposed change. After that, the Labor Department may feel free to issue it as a final order.

## Rawstock Costs "Only The Beginning"

The cost of rawstock is "only the beginning" of the average tanners' expenses in processing leather. This is the theme of an article published in a recent issue of the *Rueping Mo-Hawker* published by Fred Rueping Leather Co. of Fond du Lac, Wis.

In a breakdown of tanners' costs, the article reports,

"Hides are purchased by the pound, which includes the hair, fleshings, splits, etc., and the balance of the hide is processed for leather.

"You may say, only a small percentage is sold for hair, glue, and splits. However, you'll be surprised when you study the figures contained in the pie, to find that only 5% of the weight of the hide is used for the making of side leathers.

No. 1. Hide Trimmings	7.3%
No. 2. Hide Fleshings	10.8%
No. 3. Chrome Shavings	2.7%
No. 4. Leather Trimmings	.5%
No. 5. Chrome Splits	24.7%
No. 6. Hair Stock	3.5%
No. 7. For Side Leather	50.5%
	100%

"And what do we get for these by-products when we sell them, and what is the ultimate cost per pound for that portion of the hide used for the making of side leather? Here you are . . .

"Let's assume that we purchased 100 pounds of hides at a cost of 35c per pound, totaling \$35.00. This means we'd have:

7.3 lbs. of hide trimmings	.02c per lb.	\$ .15
10.8 lbs. of hide fleshings	.009c per lb.	.10
2.7 lbs. of chrome shavings	.006c per lb.	.02
.5 lbs. leather trimmings	.007c per lb.	.01
24.7 lbs. chrome splits	.13c per lb.	3.21
3.5 lbs. of hair	.14c per lb.	.49
		3.98

"Subtract this from the initial figures, and you'll find the balance to be 50.5 lbs. . . . . \$31.02

representing the cost of that portion of rawstock actually used in our leather. Do a little dividing, and you'll see that the cost per pound is now 61.4c. The reason, of course, is that there is a loss on the by-products, and this must be tacked on.

"So far, we break even—but there's a little matter of tanning, finishing, wrapping, shipping—not to mention wages, employee benefits, repairs, maintenance, depreciation, taxes, etc.—still to enter the picture. And, too, we must make a profit if we want to stay in business.

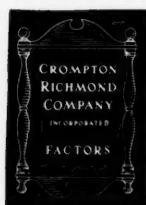
"The cost of rawstock? That's only the beginning!"

## Heads American Cyanamid



Newly-elected president of American Cyanamid Co. is Kenneth C. Touce, who succeeds the late Raymond C. Gaugler. Touce has been with the firm since 1926 and a director of the firm since 1939. He has held various executive positions and most recently was vice president in charge of finance. Howard Huston, a vice president of American Cyanamid, has been elected a director to fill the vacancy created by Mr. Gaugler's death.

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## MILITARY BIDS AND AWARDS

### Women's Boots

**February 4, 1952**—QM-30-230 52,970, covering 2,638 pairs women's service boots. Opening in New York at 4:00 p.m., for the Army.

### Glove Shells

**February 13, 1952**—Marine Corps Depot of Supplies, 1100 South Broad St., Philadelphia 46, Pa., Invitation No. 266-S, covering following items: Item No. 7 covering 52,000 pairs glove shells, leather, M-1949, specification MIL-G-422A and Amendment 1 dd. Aug. 22, 1951, full grain chrome tanned horsehide fronts. Also, Item 17 covering 5,000 pairs Arctic mittens, M-1949, deer-skin according to specification KK-L-163. Delivery to various destinations by Aug. 1, 1952.

### Athletic Shoes

**February 20, 1952**—QM-30-230-52-NEG-121, covering bids on 60 pairs women's basketball shoes, 325 pairs black basketball shoes and 350 pairs football shoes, 100 percent overseas pack. Opening in New York at 3:00 p.m. with delivery by March 31 to Oakland Army Air Base.

### OPEN LEATHER BIDS

There were 33 bidders at the opening of Army Invitation QM-30-230-52-319 calling for various leather items. Below are listed the low bidders for each item:

*Item 1*—720 skins, 1 oz. rawhide calf-skin—Fred H. Lowenstein, Inc., N. Y. C.; 58c per sq. ft.; 30 days acceptance, net.

*Item 2*—300 sides 3 to 3½ oz. russet case leather; and *Item 3*—600 sides 5 to 6 oz. russet case leather—J. Lichtman & Sons, Newark, N. J., at \$3.99 and \$4.79 respectively; 15 days acceptance, net.

*Item 4*—500 fronts cream horsehide leather 4½ to 5 oz.—Menkes Feuer, Inc., N. Y. C.; \$.39 per sq. ft.; 60 days acceptance, net.

*Item 5*—1200 fronts cream horsehide leather 4½ to 5 oz.—Menkes Feuer, Inc., bid low at \$.37 per sq. ft.; also at that price was Steinberg Bros., N. Y. C.; 10 days acceptance, 1/10 of 1% in 20 days.

*Item 6*—1200 fronts 3½ to 4 oz. cream horsehide leather—three bidders quoted the same low bid price, \$.33 per sq. ft.; Menkes Feuer, Inc.; Maylander Bros., Johnstown, N. Y., 60 days acceptance, net; and Triangle Glove Co., Milwaukee, Wis.; 30 days acceptance, 3% in 20 days.

*Item 7*—300 backs chrome tanned leather, 6 to 7 oz.; Caldwell Lace Leather Co., Inc., Auburn, Ky.; \$.63; 15 days acceptance, 2% in 20 days.

*Item 8*—500 backs, natural russet skirting leather—Bona Allen, Inc., Buford, Ga.; \$.81; 10 days acceptance, net.

*Item 9*—2,600 pieces 12 iron finders sole leather strips—Morris Feldstein & Sons, Inc., N. Y. C.; \$.745 and \$.755 per lb.; 60 days acceptance, net.

### ENDICOTT BIDS LOW

Endicott-Johnson, Endicott, N. Y., was low bidder at the opening of Army Invitation QM-30-230-52-397—10,003 pairs women's low quarter shoes, cafe brown—offering to supply the total quantity at \$4.29 per pair, 10 days acceptance, net. Lowest of 13 other bidders were:

A. S. Kreider Shoe Co., Annville, Pa.; all \$4.63; 21 days acceptance, net.

Chris Laganas Shoe Co., Lowell, Mass.; all \$4.92; 30 days acceptance, net.

Craddock-Terry Shoe Corp., Lynchburg, Va.; all \$4.39; 15 days acceptance, 1/10 of 1% in 30 days.

Blue Bonnet Shoe Co., Lawrence,

Mass.; all \$4.60; 60 days acceptance, net.

### OPEN REFINISHING BIDS

Commercial Chemical Co., Boston, Mass., was low bidder at the opening of Army Invitation No. QM-30-230-52-359, offering to refinish 367,675 pr. combat boots (total quantity) at \$.5975 per pr.; terms: 1½% in 10 days, 1% in 20 days, 60 days' acceptance. There were five other bidders:

Spitz Cleaners, Inc., Schenectady, N. Y.; all \$.79; 60 days acceptance, net.

Schultz Shoe Co., Inc., St. Louis, Mo.; all \$.63; 60 days acceptance, net.

Lincoln Leather Co., Reading, Pa.; all \$.79; 1% in 10 days, ½ of 1% in 20 days, ¼ of 1% in 30 days; ten days acceptance.

Peters Bros., Inc., Fort Worth, Texas; all \$.63; 60 days acceptance, net.

A. R. Hyde & Sons, Cambridge, Mass.; all \$.67; 60 days acceptance, net.

### WOMEN'S OVERSHOES

United States Rubber Co., Naugatuck, Conn., was the only bidder at the opening of Army Invitation QM-30-230-52-350, calling for 3,144 pairs women's low rubber overshoes. U. S. Rubber offered to supply the total quantity at \$1.40 per pr.; 30 days acceptance, net, government delivery.

### TWO WIN SOLE STRIPS

Howes Leather Co., Inc., Boston, and Morris Feldstein & Son, Inc., New York, have been awarded contracts by the New York Quartermaster Procurement Agency on QM-30-230-52-324 covering 146,000 lbs. leather sole strip, 13" wide.

Major part of the procurement or 136,000 lbs., went to Howes at a total value of \$93,571.30. Feldstein was awarded 10,000 lbs. valued at \$6,625.

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ST. LOUIS AND SOUTHWEST: O. B. Dahm,  
1602 Locust St., St. Louis, Mo.  
MILWAUKEE—H. I. Stewart, 918 North 4th St.  
ENGLAND—Davis Canadian Leathers Ltd.,  
3 Granby St., Leicester

### DOMINION CALF LEATHERS

CINCINNATI—J. R. Kueven, 626 Broadway.  
CALIFORNIA—A. J. & J. R. Cook Co.  
Los Angeles—1220 Maple Ave.  
San Francisco—237 Eighth St.

**TANNERY—DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA**



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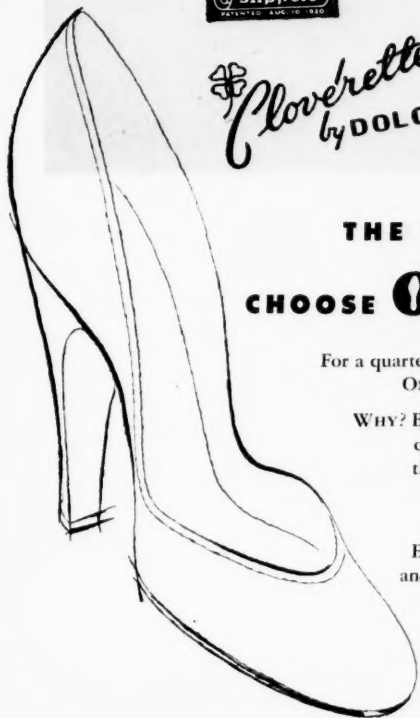
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Every step in the manufacture of an ONCO insole—from the selection and cutting of timber through processing of fibres to finished product—is completely controlled by Brown Company. That's the big reason why ONCO insoles are unequalled for quality!

Look for the ONCO trade-mark stamped on every insole. Placed there for your protection, it's your guarantee of quality. Always specify ONCO in your orders. For more information write Dept. HC-2 in our Boston office.



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## FILE BRIEFS IN UNITED SHOE CASE

The long-delayed briefs in the Government's anti-trust suit against United Shoe Machinery Corp., Boston, were filed in Federal Court this week by Justice Department attorneys and counsel for the company.

Defense counsel submitted to Judge Charles E. Wyzanski, Jr., a 431-page brief arguing that evidence presented by the Government showed no violation of anti-trust laws. A request for findings of fact containing 462 printed pages was also filed.

Government attorneys submitted a 172-page printed brief on liability and another 61-page brief on relief. Briefs contend the government has established allegations contained in its complaint. The Government also filed a 667-page printed request for findings of fact and conclusions of law.

Both sides are scheduled to file reply briefs with Judge Wyzanski on March 14. Decision will probably be made later in the year. Trial of the case began May 23, 1949, and was concluded last June 22—a total of 117 days, longest ever required in Boston Federal Court.

## Boston Fall Market Week Set For April

The New England Shoe and Leather Association will sponsor another Advance Fall Shoe Market Week in Boston during April 14-18th, Maxwell Field, executive vice president reports. The show will allow members and other shoe manufacturers to show their samples early to Southern and Western wholesale and volume accounts.

Only those shoe manufacturers who require this advance showing will be offered hotel rooms at the Hotels Statler and Touraine in which to exhibit their lines, Field said. Other firms will exhibit in their own Boston

showrooms. No jobbers or allied industry firms will be assigned wholesale space.

Field added that the Association does not intend to run more shoe shows or market weeks as such.

## SCHNITZER REVEALS

(Concluded from Page 12)

The statement explained:

"From the total supply standpoint there is no good reason for maintaining controls, and the practical thing to do would be to remove them entirely. These safeguards are scarcely needed because if controls were removed entirely the heavy hides, which are in abundant supply, would be the ones sought by foreign buyers because of the price differentials prevailing."

The statement concluded:

"It is becoming increasingly hard to find a domestic market for heavy hides and the supply is building up. We feel confident that despite the scarcity of American dollars among foreign hide buyers, the present prices of these hides would attract substantial purchases."

Also at the meeting:

Frank B. Wise, secretary, National Renderers Association; C. B. Heineman, president, National Independent Meat Packers Association; William Gillam, American Meat Institute, all Washington; and Radford Hall, American National Cattlemen's Association, Denver, Colo.

Carl Shaifer, president, National Association of importers and exporters of Hides and Skins, New York; Paul Simons, Boston Hide and Skin Brokers Association, Boston; John J. Riggle, National Council of Farmer Cooperatives, Washington; and Delos L. James, National Grange, Washington.

## Joins Krentler Bros.



Frank C. Seeley, veteran designer and style consultant on men's lasts, who has joined the staff of Krentler Bros., St. Louis branch of United Last Co., Boston. Seeley will call on men's shoe manufacturers in the St. Louis and Nashville, Tenn., areas and will make occasional trips to New England, the Northwestern states and Canada.

## Deaths

### C. F. C. Stout

... 82, prominent leather executive, died Jan. 30 at his home in Ardmore, Pa., after a long illness. He was president of John R. Evans & Co., Inc., of Boston and Camden, N. J., leading kid tanner. A veteran of the tanning industry, Stout became a senior partner in the Evans firm in 1896. He had been president since 1938. He was also a director of the Federal Reserve Bank of Philadelphia from 1928-1943. During World War I, he served as a Colonel in the Quartermaster Corps. Surviving are his wife, Mary Ridgeway Deacon; two sons, F. Sturgis and Robert G.; and a daughter, Mrs. Alan Day.

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## SALES IMPROVED, PRICES STEADIER ON LEATHER MARKET

### *Buying Picks Up Again As Packer Hide Market Shows New Activity*

Price resistance continues but buyers show more willingness to place orders. New sales activity reported in most selections. Calf remains slow. Welting spotty.

#### **Sole Perks Up**

Renewed activity and strength in packer hides this week helps Boston sole leather tanners out of doldrums. There is a distinctly better tone noted by most although situation still leaves much to be desired.

In general, prices remain at last week's levels. However, tanners now find better interest and some buying for immediate delivery as opposed to last week's bottleneck. No. 1 and No. 2 bends, 9/10 irons listed at 60c although interest is nearer 58c. Medium bends still hold to middle 60's. Light bends, in best demand as usual, bring 75-78c with trading at fairly firm levels.

Sole leather tanners of Philadelphia report business quite slow. The

shoe people should be buying and activity was definitely expected to resume in the pre-holiday amount. However, very little buying is done. Some tanners blame this on the falling hide market, feeling that customers think that prices have already dropped and therefore will drop even further. Little to no business done in heads or bellies.

#### **Sole Offal Improves**

Sole leather offal tanners and dealers in Boston report improved activity in bellies. The shoulder market remains slow and unsteady. Heads and shanks as before.

Bellies appear stabilized at 24-27c with both steer and cow bellies finding steady interest at steady prices. Tanners encouraged over new business, feel it will hold as long as hide market shows improvement.

Shoulder situation not good. Double rough shoulders appear hard-

est hit this week with prices and sales off. Interest is definitely below 60c and some sales reported as far down as 56c. Single shoulders softer in sympathy with double roughs. Trading has slowed here and tanners have difficulty in holding to former quotations of 43-52c for light singles with heads on. Some business done at 50c and below. Heavies have trouble above 40c. Heads sell at 13c, fore shanks at 20c and hind shanks at 22-23c.

#### **Calf Spotty**

Slowdown on rawskin market with prices the big question continues to smother any chance of business in Boston calf leather market. Tanners report no trouble in getting rid of any distress stock priced at 60c and below but quality calf is at standstill. Situation applies to both men's and women's smooth calf. Veteran observers feel quality calf will remain sluggish at best until rawskin market stabilizes. Suede also slower at 30c and down.

#### **Sheep Better**

Sheep leather tanners in Boston report better tone this week. Rawskins are firmer and price resistance



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still strong on finished leather but there is better business done in russet linings. Best interest comes from cowboy boot manufacturers in Southwest, children's and growing girls' shoemen in New England, and makers of women's medium price novelties retailing at \$12-\$15. Quick delivery wanted on latter.

Specialties out of season, listed at 35c and down. Boot linings find best interest at 13-28c range. Shoe linings wanted at 16-19c. Colors only fair at 26-28c. Chrome finds some sales at 29c and below.

Nothing new in garment sheep market. As in recent weeks, failure of pickle skin market to open as expected forces tanners to hold prices at fairly high levels. With horsehides still low enough to be highly competitive, garment sheep tanners find trading spotty. Best interest in garment suede at 29-30c. Garment grains much slower at 25c with coat manufacturers interested only at 22c and below.

#### Sides Sit

Although there is much more sales activity in Boston side leathers market this week, over-all situation not too encouraging. Large tanners say not enough hides being sold to effectually prevent pile-up and possible glut. Upping of some hide selections simply a rebound from too low levels, they say.

In finished sides, outside of good extremes or kips, both tanners and shoe manufacturers continue policy of "watchful waiting." Combination tannage better quality kips and extremes do well at 56-57c, down 1/2c from last week. Larger sides bear brunt of depressed market with many tanners forced to sell at under 40c. Tanners have trouble getting 42-53c for tannery run leathers. Better grades move slowly at 46-58c.

Big trouble, of course, stems from slow shoe business. Many men's shoe manufacturers reported considering week's shutdown during Feb. if sales do not pick up.

#### Splits Same

Little better business reported in Boston splits market. Buyers interested only in lower price leathers, buy only for quick delivery. Tanners hard pressed by price resistance and squeeze from hide market. Heavy suedes still move in fair volume at 47c and down. Light suedes slow at 40c and below. Linings only fair between 16-20c. Work shoe moderate in upper 20's.

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### Kid Fair

Kid leather tanners of Philadelphia say business can be generally described as only fair. Colored glazed still in good demand; however the feeling in some sources is that it may have reached the peak and will decline shortly. It certainly hasn't increased over the past couple of weeks.

Some business in white this past week but not enough to consider white as selling really well. Black and the staple shades definitely slow. Suede sluggish. Only demand is for black.

Slipper remains slow. Some tanners had anticipated slight activity but nothing has developed as yet. Linings remain quite slow. For the most part satin mats and crushed reported as dead.

Things remain pretty much the same as far as prices are concerned. Tanners prefer to stick to lists for quotations but when deals are made, adjustments are common.

#### Average List Prices

Suede 45c-95c  
Glazed 35c-\$1.05  
Linings 30c-60c  
Slipper 35c-70c  
Satin mats 69c-\$1.20  
Crushed 35c-80c

#### Belting Slack

Philadelphia belting leather tanners find business definitely slow. Little buying done and no one knows when things will pick up. However, some price quotations were made, as listed below. Many people claim these figures don't mean too much when sales are made.

Shoulders sold fairly well—but at prices in the 50's to 60's. Curried shoulders absolutely dead at this time. However, where curried butt bends are concerned, curriers say things seem to have picked up. Some noted a very slight increase in orders and others report a "better attitude among customers."

#### AVERAGE CURRIED LEATHER PRICES

Curried Belting	Best Selece.	No. 2	No. 3
Butt Bends	1.35-1.50	1.30-1.45	1.25-1.32
Centers 12"	1.66-1.80	1.55-1.74	1.41-1.48
Centers 24"-28"	1.60-1.75	1.54-1.70	1.40-1.47
Centers 30"	1.50-1.70	1.39-1.65	1.29-1.46
Wide sides	1.26-1.45	1.21-1.40	1.14-1.21
Narrow sides	1.19-1.30	1.15-1.25	1.05-1.16

Premiums to be added: extra light plus 14c; light plus 10c; extra heavy plus 5c-10c.

#### Glove Leathers Same

Tannery operations seem to be improving. Custom tanners report a slight increase in coloring instructions and merchandise tanners feeling the effects of improved demand for men's weight leathers.

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Spring leather business, strictly a ladies' proposition, has been the worst in years. Some whites have been cut and there has been some business in white and natural English doeskins.

English doeskin market dropped 7c a foot during the past week. Top heavyweights worth about 44c landed and the next grade about 40c. Prices on lower grades have not been established. Demand here is small but quantities on hand are low.

### Tanning Oils Move

Volume of Tanning Oils more impressive reflecting improved demand from tanners as leather production is stepped up somewhat. Quotations firm. Raw Tanning Materials relatively inactive. Prices unchanged. Tanning Extracts firm.

### Raw Tanning Materials

Devi Divl. Cod., 42% basis shipment, bag \$ 80.00	
Devi Divl. Dom., 48% basis shipment, bag \$ 85.00	
Wattle bark, ton	
..... "Fair Average"	\$106.00
..... "Merchantable"	\$102.50
Sumac, 28% leaf	\$140.00
Ground	\$135.00
Myrobalans, J. 1's	\$50.00-\$55.00
Crushed \$76.00 J. 2's	\$45.00
R. 1's	\$50.00-\$55.00
*anna Chew, 30-32% guaranteed	\$70.00-\$72.00
Valonia Beards, 42% guaranteed	\$86.00

Mangrove Bark, 30% So. Am.	\$53.00
Mangrove Bark, 38% East African	\$80.00

### Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	4.25
Barrels, c.l.	5.10
Barrels, l.c.l.	5.42
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	10.92
Barrels, c.l.	11.65
Cutch, solid Borneo, 55% tannin, plus duty	.08
Gambier Extract, 25% tannin, bbis	.09 1/2
Hemlock extract, 25% tannin, tk. care f.o.b. works	.0625
Bbis, c.l.	.06 1/2
Oak bark extract, 25% tannin, lb. bbis	.06 1/2
Quebracho extract, solid, ord., basis 63% tannin, c.l. plus duty	11.31/64
Solid clar., basis 64% tannin, c.l.	12 3/16
Liquid basis 45% tannin, bbis	
Ground extract	
Wattle extract, solid, basis 61-62%, c.l. plus duty	11-11 1/2
Wattle extract, solid, basis 61-62%, c.l. plus duty East African	11-11 1/2
Powdered super spruce, bags, c.l. 65%, l.c.l.	.06 1/2
Spruce extract, tks., f.o.b. wks.	.01 1/2
Myrobalan extract, solid, 55% tannin	.10 1/2
Myrobalan extract, powdered, 60% tannin	.10 1/2
Valonia extract, powdered, 63% tannin	9 1/2-9 3/4

### Tanners' Oils

Castor oil, No. 1 C.P. drs. l.c.l.	36 1/2
Sulphonated castor oil, 75%	31 1/2
Cod Oil, Nfd., loose basis	1.30
Cod, sulphonated, pure 25% moisture	.16
Cod, sulphonated, 25% added mineral	.14
Cod, sulphonated, 50% added mineral	.13

Linseed oil tks., c.l. zone 1	.197
drums, l.c.l.	.207
Neatsfoot, 20" C.T.	.37
Neatsfoot, 30" C.T.	.35
Neatsfoot, prime drums, c.l.	.18
l.c.l.	.20
Neatsfoot, sulphonated, 75%	.20
Olive denatured, dra. gal.	2.60
Waterless Moellon	.18
Artificial Moellon, 25% moisture	.16
Chamois Moellon, 25% moisture	.13
Common degreas	27 1/2-29
Sulphonated Tallow, 75%	.14
Sulphonated Tallow, 50%	.9 1/2
Sponging compound	.14
Split Oil	.13
Sulphonated sperm, 25% water	.18
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.14

• J. Freidson Shoe Co., shoe distributor, has taken over complete control of Kiddie-Klassic Shoe Co. of Ephrata, Pa., children's shoe manufacturer. All inventory has been moved to Freidson's Boston office, where operations will be continued under the Freidson name.

• The Guild of Better Shoe Manufacturers will hold its first showing of fall lines at member showrooms during the week of April 21.

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## HIDE MARKET STRENGTHENS UNDER RENEWED SALES IMPETUS

### Active Trading Boosts Prices 1/2c To 1c Over Last Week's Lows

Moderate volume of trading in most types of hides this week. Buying credited to certain tanners who wanted more hides on Jan. quotas before their permits expired at the end of the month.

Toward the close of the week, interest in big packer market was not very broad, several large tanners backing away and indicating they would not make further purchases until they received quotas for Feb.

As Jan. permits expired, demand for hides seemed selective. Tanners picking and choosing among available offerings, making purchases of various selections from desired points of production. Freight costs, due to recent rate increases, are high and are receiving closer scrutiny from tanners, particularly when raw stock offered originates from distant points.

Purchases of heavy native steers and heavy cows were a feature this week at 14 1/2c and 16c respectively from river points. Some purchases of native steers in the east from nearby low freight points at 15c with some low grub lots moving at that price. Other selections moving moderately well included branded steers and branded cows.

Upper tanners, however, did not show much interest in light cows, claiming leather business rather poor. Nevertheless, there was a little better movement of small packer and country hides than in recent weeks. Slow upper leather business also reflected in very limited demand for calf and kip skins. Some collector

skins have sold in the east but very little activity has been apparent in other markets.

#### Packer Hides Stronger

Considerable activity on the part of big four as well as large midwestern independent packers. Broad-enough interest developed to boost prices on some selections a half cent to as much as one cent over the low levels reached only the week previous.

Late last week, a good volume of heavy native steers was sold at 14 1/2c from Chicago and River points and 15c for St. Paul production. One big packer sold mixed lot of St. Paul native steers at 15c for heavies and 22c for lights. Large movement of heavy native cows, all big packers and many independent killers participating, river points selling at 16c, Chicagos at 16 1/2c and St. Paul de-

scriptions at 17c. One of the independent Iowa packers this week sold 2,300 Nov.-Dec. heavy cows at 16 1/2c.

**BULLETIN:** Late sales in big packer market included trading by one big packer on 1,600 South Omaha Dec.-Jan. brined mostly kosher heavy native steers at 14.10 fob. Other big packers sold 4,700 more branded cows from northern points at 15 1/2c and 2,400 butt branded and heavy Texas steers at 13 1/2c.

In the small packer market, a car of 85-lb. average bulls sold at 11c selected for natives; brands 1c less.

Last minute sales 2,500 Chicago big packer light native cows at 19 1/2c; 1,200 Fort Worth light cows and extra light native steers at 26c.

Considerable follow-up trading in both heavy native steers and cows this week at these established prices. Business also in branded steers, current productions selling in moderate quantities at 13 1/2c for butts and heavy Texas; 12 1/2c for Colorados.

### HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	New Ceilings	
Heavy native steers	14½-15	14N	19	-19½	33½-34	28
Light native steers	22	22½N	26½N	37½		31½
Ex. light native steers	24N	26N	28N	40		34
Heavy native cows	16-17	16	-16½N	20½-21½	34½-35	29
Light native cows	20-22	20½-23N	24	-26½	37-38	31-32
Heavy Texas steers	13½	13N	17½	31½		25
Butt branded steers	13½	13N	17½	31	-31½	25
Light Texas steers	20N	22N	24N	35½		29½
Ex. light Texas steers	21½N	24N	26N	36		32
Colorado steers	12½	12N	16½	30½		24½
Branded cows	15½	15	-16N	20½-23½	34	28½-29
Native bulls	12	12N	15½	24	-24½	20
Branded bulls	11	11N	14½	23	-23½	19
Packer calfskins	37½N	40N	36	-37½	77½-82½	65
Packer kipskins	30-34N	30-34N	28½-34	58-60		50

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ELLIS-ALLEN CO.

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Woburn, Mass.

Although some lighter average weight lots of branded cows sold at premiums or around 16-16½¢, principal trading in this selection has been at 15½¢ for northern.

Trading in light cows small due to limited interest from upper leather tanners. Last reported sale of light average river light cows at 22¢ for 1,000 St. Louis production. Other points nominal on light cows, ranging down to 20½¢ for big packer and 20¼¢ for independent packer Milwaukee productions. Reports at present writing that some sellers might consider a firm bid of 20¢ on Chicago light cows. Sales made this week and including those made late last week by the big four packers total close to 75,000 hides with independent packers selling about 12,000.

#### Small Packers Active

Adjustments made in this market, bringing prices into line with recently established lower levels in big packer market. More sellers seem willing to go along at the new prices and substantial quantities sold this week.

Light southwestern small packer hides averaging 40 lbs. or less sold at 20¢ flat fob.; at least two cars involved. Slightly heavier hides such as 41-42 lbs. reported sold within range of 18½-19¢. Other business involved 44-45 lb. avg. at 17½¢ for natives and 1¢ less on brands; some 47-48 lb. avg. hides at 16½¢ flat; 50-52s at 16¢ for natives and 15¢ for brands; 52-53 lb. avg. small packers of Sept.-Oct. takeoff sold at 15½¢; 55 lb. avg. at 15¢ for natives and 14¢ for brands.

Several cars midwestern 65 lbs. down small packers sold at 15½¢ selected. Three cars mixed small packer and locker-butcher 53-54 lb. avg. hides sold, one at 14½¢, and two at 15¢ flat fob. Heavier hides averaging 60 lbs. brought 14¢ for

natives and 13¢ for brands; 65 lb. avg. 13¢ and 12¢; 70 lb. avg. 12½-11½¢ and 74-75 lb. avg. 12¢ and 11¢. Heavy western small packer brands bought mostly around 11¢.

#### Country Hides Fair

Some purchases finally made at scale-down prices to bring values in line with those prevailing in surrounding markets. Tanner interest not broad and while liberal supplies available, country sellers not too free with their offerings.

Sales of light renderer hides, one lot of 45 lb. avg. hides selling first at 15¢ and another car of straight renderers averaging 42-43 lbs. later selling at 14½¢ flat fob. Late this week, mixed country hides averaging 45-47 lbs. sold at 13½¢ flat fob. More offered at 14¢ mark but some tanners reluctant to bid more than 13¢. It is possible some less desirable lots have been bought around the latter figure although hard to confirm sales.

#### Horsehides Slow

Not much activity in this market but at least two cars of good northern slaughterer hides sold at \$7.00 trimmed. Last reported sale of untrimmed horse hides at \$8.00. Some sellers unwilling to accept these prices, naming ideas of around 50¢ higher but tanners hesitate to reach unless an exceptionally choice lot of horse hides is offered. Cut stock quiet with buyers slow to reach above \$5.00-5.25 for fronts and \$2.00-2.25 for 22" and up butts. In selling quarters, up to \$5.50 and \$2.50 respectively is stalked rather firmly.

#### Calf and Kip Quiet

Very little said in this market on what tanners are willing to pay and what prices sellers are willing to take. The market has been in the doldrums for several weeks and in the absence of any real demand, sales or offer-

ings, it is difficult to quote prices with any degree of accuracy.

Big packer calfskins considered nominally around 37½¢ in some quarters and kipskins around 34¢. Reported that one pack of northern overweight kip offered at 32¢ but buyers slow to bid on these. Small packer skins in carload lots quoted in some quarters down to 30-32¢ for calf and 28-30¢ for kip. Country skins in carload lots ranged 23-23½¢ for calf and quoted around 22¢ for kip. Small lots of country skins, less than carloads, were considered top at 21¢ for calf and 20¢ for kip. Packer slunks last sold at \$1.90 for regulars and 75¢ for large hairless.

#### Sheep Pelts Better

Fair sized quantities of fall clips and shearings sold by at least two big packers within the past week or 10 days. Fall clips sell within a range of \$3.50-3.75; No. 1 shearings at \$3.00-3.25 and No. 2s at \$2.10-2.25. Most business in No. 3s at \$1.65. Not very many No. 2s and No. 3s available due to very small production.

Wool pelts selling around \$4.75 per cwt. liveweight basis to pullers for good packer productions of choice westerns with natives discounted as much as 50¢. Mouton fur tanners have given pullers some competition, buying choice westerns of fine close wool at up to \$5.00 each. Conditions prevailing in the wool market today do not permit pullers to pay this much and some hesitate to buy more even at \$4.75. Pickled skins meeting price resistance from tanners and best prices obtainable have ranged from \$10.00 to \$11.00 per dozen for both sheep and lambs.

#### Dry Sheepskins Better

Better interest developing in shearings and some trading in dry salted frigorifico Montevideo skins for ship-

### LEATHER

YESTERDAY — TODAY —  
ALWAYS

# DERMABATE

## COMPOUNDS AND LIQUID EXTRACTS

## AMERICAN EXTRACT CO. PORT ALLEGANY, PA.

ent,  $\frac{1}{4}$ - $\frac{3}{4}$  inches at \$2.35 per skin. Punta Arenas shearlings too high for this market but shippers quite firm as they claim to be selling to Germany at 65c per lb. fob. Punta Arenas and better, depending upon exchange. Reports quiet sales passing in Australian shearlings.

Wool pulling skins slow as shippers unwilling to accept buyers bids. At Australian auctions, Melbourne was lower with declines of 8-12 pence registered. At Sydney, 28,000 skins sold consisting of 20% 2/3rd wool and up, 20% half wool, 40% 1/3rd wool and 20%  $\frac{1}{4}$  wool and pelts, comprising 30% merinos, 40% comebacks and 30% crossbreds.

Good demand and average prices firm.  $\frac{1}{2}$  wool and under and lambs declined par to 2 pence, principal operators being shippers. Other reports that the bare to one inch, one to two pence dearer but all others par to 2 pence lower. Punta Arenas wool sheepskins too high for this market.

Hair skins slow and nominal as not many offers received. Shade dried Mombasas, 120/130-lbs., held at \$6.50-7.00 per dozen. Brazil cabrettas are nominally quoted at \$13-13.50 &f, and some late sales regulars around these levels, basis mfrs. Cape gloves quoted 150-160 shillings with little interest. Addis-ababa butchers continue to be held around \$12.50 and buyers views between \$10-11 as to selections and weights. Slowing demand for slats with no interest in either Peruvians or Papras.

#### Pickled Skins Slow

New Zealand market slow as most buyers are out claiming prices are too high. Unconfirmed reports of some offers and sales at reductions. Sellers here admit it difficult to duplicate last prices but in absence of bids, freezers withholding offers.

Spot lots of Iranian pickled skins moving moderately well with very fine lots selling for \$13-13.50 per dozen, as to assortment while poorer descriptions have sold at \$9-10 per dozen. No particular change in spot market with last confirmed sales sheep and lambs at \$11.50 per dozen.

#### Reptiles Unchanged

Not many offers received and some shippers have firmed up in their ideas. Buyers here interested in certain descriptions at a price.

Siam market quiet as border is still closed. Even former contracts are not being shipped as sellers have difficulty in getting deliveries. Some choyures, 8 inches and up, 2.8 kilos,

80/20 selection, available at 27c and similar aers at 15-17c. Diamond pythons, 20/30 centimeters, averaging 23 centimeters, 90/10 selection, offered at \$1.45. Good demand for ring lizards but prices asked too high. Europe buying Malayan and Siam at \$1.60-1.65 as against buyers ideas here around \$1.25-1.30.

India market firm with Madras bark tanned whips, 4 inches up, averaging  $4\frac{1}{2}$  inches, 70/30 selection, variously held at 70-77c and skins averaging  $4\frac{3}{4}$  inches, up to 80c, as to shippers and lots. Not many offers from Brazil. Back cut tejus held at 58c fob, and buyers ideas range from 50-55c fob., as to assortment. Gihoiacs held at 75c fob.

#### Deerskins Firm

Following the placement of government contracts for gloves, raw stock markets have firmed up. Some Honduras sold at 70c cif. New Zealand also firmer with shippers now asking \$1.25 cif, and buyers ideas around \$1.10-1.15 cif.

No offers from Siam. Brazil "jacks" also firmed up and some shippers now asking 65c fob., claiming to have made sales at 62c fob., with no destination. Most tanners' ideas are not over 55c fob., basis importers, buying small lots at that figure. However, dealers have made higher bids, said 56-58c fob., but unable to interest shippers. Bids of 61 $\frac{1}{2}$  ex-dock refused for Maranhao "jacks" with sellers asking 64c ex-dock.

#### Pigskins Improved

Notwithstanding lack of buying interest in Fulton County, shippers in primary markets have firmed up and either not offering or else asking advances. Good demand for Chaco carpinchos and some business around \$3.40, basis mfrs. Wet salted capivaras also wanted. Available stocks small as shippers claim to be well sold up.

Peccaries slow and nominal. Some interest in greys but blacks neglected.

Reports that some quiet sales of Brazil black peccaries going on with details withheld.

#### Goatskins Drag

Little interest or trading reported in goatskin market again. Prices remain nominally listed at previous levels although tanners show no interest. Even reported bargains fail to spur buying. The week apparently one of jockeying between sellers and buyers, both seeking some safe trading level. Little trading expected until this level is reached.

#### Promoted By Lamac



M. C. Suerkin, recently promoted to the post of vice president and general manager of Lamac Process Co., Erie, Pa. Lamac, a division of Erie Foundry Co., was established in 1924 and has been a pioneer in the development of shoe cementing, sole attaching and sole laying presses and related machinery for the shoe manufacturing and repair industry. Suerkin joined the firm in 1935 as development engineer and was named assistant manager in 1946.

#### SINCE 1888

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Time Tested  
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HELP YOU MAKE BETTER  
LEATHERS AT LOWER COST"

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LINCOLN  
and  
SON  
INC.**

**COUDERSPORT  
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BATES  
LEATHER FILLERS  
SOLE LEATHER  
FINISHES  
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WASHING COMPOUNDS  
TANNERS' SUGAR  
AND LIME  
COLLOIDAL CLAYS  
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## "PODOMETRICS" IS NOT A CHINESE WORD...

It's a new shoe science dealing with lasts, shoes and feet. A new book: **PODOMETRICS — A New Dimensional Approach to Lasts, Shoes and Feet.** What's wrong with the shape and fit of today's shoes—and what can be done about it. Nineteen thought-stimulating chapters, 100 illustrations. Price \$2.50. The Rumpf Publishing Co., 300 W. Adams St., Chicago 6, Ill.

## BRITISH SOLE LEATHER SUPERIOR, SAYS TURLEY

### Feels More Research Needed In U. S.

The sole leathers now being turned out by tanneries in Great Britain are evidently superior to the U. S. product, according to Dr. H. G. Turley, well-known leather technologist of Rohm & Haas Co., Philadelphia.

In a recent talk given before the Delaware Valley Tanners Club in Philadelphia, Turley reported on his visit to England where he attended the London Conference of the International Union of Leather Chemists Societies and observed the latest developments in tanning technology.

Pointing out that the U. S. Army has largely replaced leather by rubber soles on its footwear "because leather did not wear well enough and did not resist water well enough," Turley reported that the British Army has continued to use leather soles. Many British technologists believe sole leather made in England is superior because it is more solid, firmer, wears better and resists water.

"Their research work is now beginning to pay dividends," Turley said. "By studying the acid content and salt content of vegetable tanning liquors, they have made considerable progress in understanding the basis of the sole leather tannage."

One of the new ideas Turley noted in British sole leather tanneries was the use of fresh limes for each pack of heavy hides. The sides themselves are often tacked on frames and rocked back and forth. "Surely this gives a more uniform result than our commonly used system whereby the hides are left in liquors of varying ages and unknown composition."

He reported that one of the outstanding features of modern British sole leather tannages is use of more concentrated liquors. Layers are often as strong as 20 percent tans.

There is some evidence that British sole leather is more water-resistant, said Turley. He told of seeing tannery workmen wearing leather boots in the lime yards and keeping their feet dry.

Turley declared that better wearing, water resistant sole leather would be in a far better position to compete with other soling materials which have already taken over some 55 percent of the U. S. market. "There is on foot a plan to extol the virtues of leather by large scale advertising. This certainly has some merit but . . . if our leather products could be deliberately and definitely improved for the purpose . . . intended, we might dispense with a part of the advertising and possibly expend this effort in increasing research and scientific application.

"As a rough guess, I would estimate that the British industry is spending at least twice what we are on research, for an industry that is only one-fifth the size of ours. Their relative contribution is then 10 times what we are making."

### COSTLY WIRE

A telegram, sent by Endicott-Johnson Corp. to the Quartermaster Purchasing Office in New York, cost the Endicott, N. Y. shoe manufacturing firm no less than \$2001.60.

The telegram, containing a 20c per pair downward adjustment, reached the contracting Army officer who was opening Invitation QM-30-230-52-397 for 10,008 pr. women's low quarter shoes. By the time it was read, it had already become evident that E-J was the low bidder among fourteen shoe firms. The wire was to the Army's advantage—it saved Uncle Sam \$2001.60.

N. B.: Endicott got the contract: 10,008 pairs valued at \$42,934.32.

## Cush-n-Fit SPONGE RUBBER

**Sheets—For insoles and fillers**  
**Molded Pads—Metatarsal, arch and heel**  
**Special Molded pads to your specification**

*Write for samples and catalogue of complete line*

**Davidson RUBBER CO. BOSTON 29, MASS.**

# NEWS QUICKS

About people and happenings coast to coast

## Massachusetts

• **David F. Quigley, Jr.**, president of Quigley Shoe Corp., North Abington, has been promoted to lieutenant-commander in the Navy and placed in charge of the shoe procurement division of the Brooklyn Navy Yard. Quigley re-entered the service last July. A veteran of World War II, he is the son of D. Frank Quigley, well-known shoe manufacturer.

• **Gus Erickson**, veteran leather sales representative in the Boston office of Albert Trostel & Sons Co., Milwaukee, has announced his retirement. David Dougherty, formerly of the Milwaukee office, will succeed him in the Boston office.

• **Fred Belyea**, superintendent of Geo. E. Keith Co.'s Middleboro plant, was elected a director of the corporation at the recent annual stockholders' meeting. Belyea has been with the firm since Aug. 1934 and has been active in the shoe manufacturing industry for many years. Officers

named at the meeting were **Harold C. Keith**, president; **Jean R. Keith**, executive vice president; **Harold W. Copeland**, vice president; **Arthur I. Lohced**, vice president; **Stanley W. Parmenter**, treasurer; **Lawrence E. Allen**, clerk and assistant treasurer; and **Clarence A. Orton**, assistant treasurer. **George H. Leach** announced his retirement as clerk, while **H. Willis Nye** and **Henry B. Whitcomb** retired as directors.

• **Werner E. Seidel**, manager of Dewey Seidel Co., Boston hide and skin broker, has been named chairman of the Hide and Skin Division for the 1952 Massachusetts Heart Fund campaign.

• **Fermon Leather Co.**, Peabody, has received permit to erect a new building on the site of the former Selwin plant. The latter was destroyed by fire last summer.

• More than 1,000 shoe workers in the **Brockton** area have been called back to work in the past two weeks,

according to a report by Frederick J. Therrien, manager of the Brockton Division of Unemployment Security. Many plants in the area are back on full production schedules with some actually on overtime because of a rush of orders for spring. Therrien forecasts stepped-up production should keep men's factories in the area busy for the next two to three months.

• **Maxwell Field**, executive vice president of the New England Shoe and Leather Association, was officially installed as president of the New England Chapter of the Quartermaster Association at a meeting held Jan. 31 in Boston. **Col. Warren E. Coombes** of United Shoe Machinery Corp. was installed as second vice president. Maj. Gen. Herman Feldman, retiring Army Quartermaster General, was guest of honor.

• **David F. Quigley, Jr.**, has sold the entire stock of **Mosher Moccasin Co.**, North Abington, to **George Mosher**, his partner. The firm is reported to be expanding rapidly in its production of hand-sewn moccasins and shoes. Mosher is president-treasurer, Wesley Rockwell is vice president, and Albert C. Doyle is clerk. Quigley is now a Lt. Commander stationed at the Brooklyn Navy Yard.

Quality  Endures



**A Backing Problem? Just Dial  
EVERgreen 9-5445**

When you want the best in uniform quality . . . when you need fast and dependable service . . . always specify Peters' Old Line "STICTUIT" and be sure . . . its Quality Endures.

**PETERS BROS. RUBBER CO., INC.  
LAZAR BACKING COMPANY, DIV.**

**COATERS COMBINERS**

**Norman Ave. & Dobbin St.-Brooklyn 22, N.Y.**

WITH THE CUMULATIVE KNOW-HOW OF 4 GENERATIONS... SINCE 1879

*Artisan Controlled*

**LEATHERS**

- **WATERPROOF** •
- **Upper Leathers** •
- **CHROME RETAN** •
- **Sole Leathers** •
- **MECHANICAL** •
- **LEATHERS** •
- **LATIGO & LACE** •
- *Write, Phone, or Wire us for Quotations* •

**MANASSE-BLOCK**

TANNING COMPANY

BERKELEY  CALIFORNIA



*Leathers of Distinction . . .*

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LEATHER COMPANY, INC.

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Paul J. Gerwin, 485 So. High Street, Columbus, Ohio  
F. J. Kelly, 918 N. Fourth St., Milwaukee, Wis.  
The John Harvey Leather Co., 50 Wilsey St., Philadelphia, Pa.  
Stephens Leather Co., 406 Main St., Los Angeles 13, Calif.

**ACME, 139 LYNNFIELD ST., PEABODY, MASS.**

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Cutting, Perforating, Marking Dies.  
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**50 YEARS** of tanning experience behind  
**CREESE & COOK**  
**FINE LEATHERS**

*Sole Selling Agents*

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112 BEACH STREET BOSTON 11, MASS.

• The New England shoe and leather industry accounted for about five percent of all non-secret defense production in the area in the first 15 months after Korea, the Federal Reserve Bank of Boston reports.

### New York

• **Dietrich Hide Corp.** is newly incorporated at 41 Park Row, New York City. Bernard Kovner is listed as principal.

• **James F. Lynch** has been named merchandise representative of men's, boys' and children's shoes of the Associated Merchandising Corp., New York, beginning Feb. 1. He was previously men's shoe buyer for Abraham & Straus, Brooklyn member of the AMC.

• **Frederick A. Soderberg**, manager of the industrial division of the General Dyestuff Corp., New York City, has been elected chairman of the Chemical Marketing Subdivision of the American Chemical Society for 1952. He succeeds Dr. W. W. Duecker, research director of the Texas Gulf Sulphur Co. L. F. Lou-trel, Jr., of Monsanto Chemical Co., Boston, was renamed secretary.

• **Arthur Sauer** has retired as president and sales manager of River Plate Import and Export Corp., New York, and The Tannin Corp. of Massachusetts, a subsidiary of River Plate. John W. Feeney, sales manager, will be in charge of the firm's sales department. He will be assisted by James M. Cavanaugh and Miss Florence J. Bergmann.

• **Meyer W. Budman**, sales manager of Superior Materials, Inc., New York, has announced formation of Superior Lecithin Sales Division to handle marketing of Superior Soya Lecithin. The latter is used for wetting and dispersion of pigments and other industrial uses.

• Creditors of **Airline Footwear Corp.**, Brooklyn footwear manufacturer, who signed consents to a 20 percent compromise settlement plan, have received checks and notes. The settlement provides for 10 percent in cash and two notes of five percent each, payable in three and six months. The business is now operated as Air-line Shoes, Inc.

• **Melvin Kutchin** has been named sales representative for **Cromwell Leather Co.** in New York. He will cover New York shoe factories.

• Offices of **Langerman Shoe Corp.** have been moved from Brooklyn to



650 First Ave., New York City. All buying activities will be conducted from the new location.

- **James Bruno** has resigned as lasting and making room foreman with Novelty Footwear Co., Maspeth, L. I.

- **The New York Shoe Wholesalers Association** will hold its second spring market week from Feb. 3-8 in member showrooms.

- **Armand Schmoll, Inc.**, hide and skin importer, has moved its offices to 27 Spruce St., New York City 38.

## Pennsylvania

- Registration certificate has been filed by **Charles A. Natello** and **Joseph B. Fitzpatrick** to trade as **Jacqueline Slipper Co.** at 1130-34 South 11th St., Philadelphia. The firm will manufacture slippers.

## New Hampshire

- **F. C. Huyck & Sons** (Kenwood Mills) of Rennselaer has arranged to acquire **The Joseph Noone's Sons Co.**, Peterborough. The latter has manufactured industrial mechanical cloths since 1831.

- **Harry Fuller** has been installed as new president of Local 163, United Shoe Workers of America, CIO, in Somersworth.

## Ohio

- Sales of **Shoe Corp. of America**, shoe chain with headquarters in Columbus, totaled \$53,662,114 during 1951, an increase of 14.97 percent over sales of \$46,674,066 in the previous year. The chain operated 470 stores in 1951 against 440 in 1950.

- **Leroy O. Fryer** has been elected president of **Western Shoe Co.**, Toledo shoe wholesaler. He first joined the firm as a salesman 33 years ago

and was recently vice president and sales manager. **Phillip Galliers** is chairman of the board; **Richard Galliers** is vice president and secretary; and **Gerbert Goetz** is treasurer.

- **Sachs Manufacturing Co.** Cincinnati manufacturer of indoor footwear, has been purchased by **B. David Co.**, also of Cincinnati. Sale price was not disclosed. The 28-year-old firm made a line of leather house slippers under the name "Arch Huggers." B. David will operate the firm under the name "Leather Box." Jack Sachs, founder and former owner of the Sachs firm, is entering the real estate business.

- Directors of **The Bearfoot Sole Co., Inc.**, Wadsworth, have declared a regular annual dividend of \$6 per share on capital stock, payable on Dec. 18 to stockholders of record Oct. 31.

## Wisconsin

- **Lake Church Leather Products, Inc.**, has been organized to manufacture leather goods at Manitowoc. Principals are Edward J. Koutnik, Isadore Schwartz and E. Richard Allen.

- **Western Leather Co.**, Milwaukee, reports a substantial increase in dollar sales during the past year. At the company's third annual sales conference last week, officials reported that the welt department led growth in unit sales with an increase of 12 percent over 1950. The company completed one building addition last year and is planning another.

- Net income of **Nunn-Bush Shoe Co.**, Milwaukee, declined to \$320,834 in the fiscal year ended Oct. 31, 1951, from \$612,376 in the same period of the previous year, according to J. B. Buchanan, president. Sales held steady at \$15,104,541 compared with \$15,269,465 the previous year.

## Maine

- **McDonald Heel Co.** has been organized to manufacture heels at 221 Lincoln St., Lewiston. M. Schwartz is president-treasurer.

## Missouri

- **Joan-ie Shoe Co.** has been organized to manufacture infants' and children's shoes at 4812 Margaretta Ave., St. Louis. Principals are J. O. Parker and A. Gilbert.

- **Johnson, Stephens & Shinkle Shoe Co.**, St. Louis, reports net income of \$22,732 for the fiscal year ended Oct. 30, 1952, as compared to \$176,137 for the previous year.

## Tennessee

- Employees at the **Bolivar** tannery of International Shoe Co. have voted 145-110 in favor of Amalgamated Meat Cutters and Butcher Workmen of North America, AFL, as their bargaining agent. The election was sponsored by the National Relations Board. The plant is the sixth of International Shoe tanneries to be organized by the union, according to George Girth, union official.

## BLACK HAWK

COW AND HORSE

## SPLITS

In All Colors

FOR

**WELDERS' EQUIPMENT  
SHOE GUSSETS  
WORK GLOVES  
SOFT SOLE**



**BLACKHAWK  
TANNERS**

2171 S. FIRST ST.  
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**Eagle**  
CORRECTED GRAIN  
ELK SIDES

**Ottawa**  
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ELK SIDES

**Merican**  
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PRINTS

**Wolverine Prints**  
CORRECTED GRAIN

**Haven Sides**  
CHROME

**Sportster Sides**  
COMBINATION

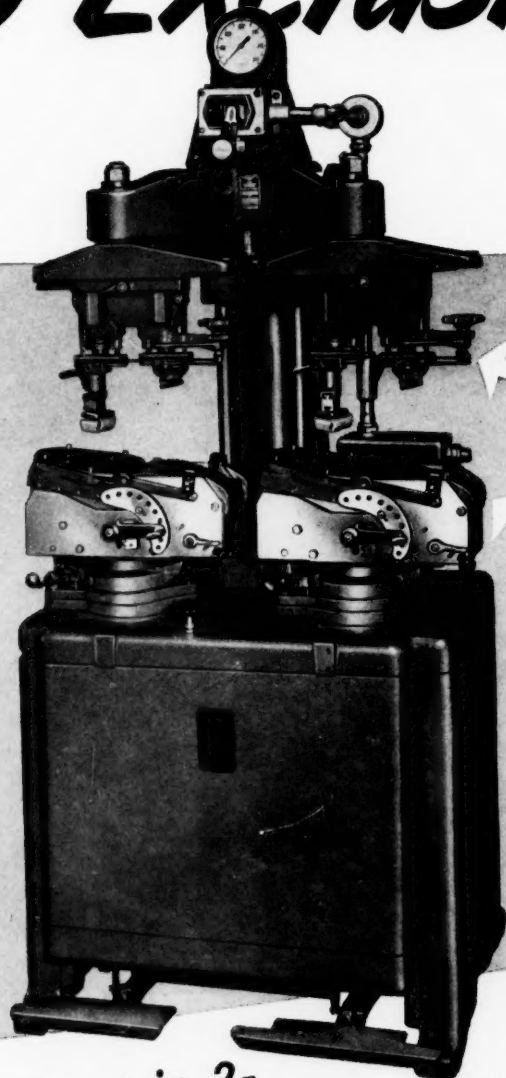
**Tuftoe**  
TIPPING

**Flexible Splits**

SALES OFFICES IN PRINCIPAL CITIES

**EAGLE-OTTAWA LEATHER COMPANY, GRAND HAVEN, MICH.**

# *3 Exclusive*



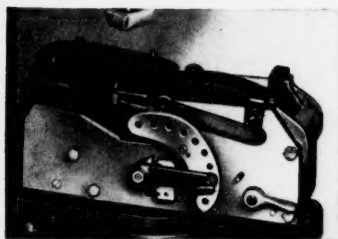
**The finest in 2-  
station press equipment for use  
with pressure-sensitive cements**

# Features!

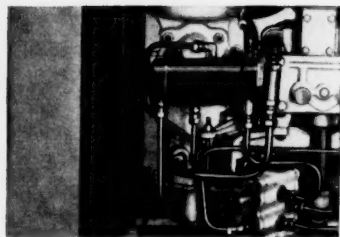
## With the NEW USMC CEMENT SOLE ATTACHING MACHINE—MODEL C



Overhead mechanism  
accommodates all heel heights



Pad boxes can be angled  
to aid operator



Timing device controls time  
under pressure

A versatile, hydraulic machine that offers for the first time on a two-station press these three features —

### 1 Balanced Pressure

Toe pads and heel blocks have equalizing means, providing automatic adjustment for all heel heights to give correct distribution of pressure on the shoe bottom.

A slight turn of a handwheel adjusts for changes in shoe sizes.

### 2 New Improved Pad Box

This latest type of pad box takes a wider range of sizes, adjusts to more heel heights and gives improved bottom character.

### 3 Positive Time-Pressure Control

An adjustable device automatically controls the time under hydraulic pressure, assuring a uniform bonding period for each shoe and permitting *both* stations to be under pressure at the same time. The individual operation of each station permits an overlapping cycle.

While designed primarily for "flat" work, this machine can be used effectively in many cases on shoes carrying conventional Cuban and Louis heels.

Its simple, rugged construction and easy operation make it right for volume production.

The hydraulic system keeps most moving parts bathed in oil. This and all mechanical features are designed to provide maximum production with minimum maintenance expense.

*For complete details call the nearest United branch office.*

**UNITED SHOE MACHINERY CORPORATION**

BOSTON, MASSACHUSETTS

## CUTTING ACCIDENTS

(Concluded from Page 10)

had one doctor case each. A close contest and I thought possibly four would get to attend the Congress instead of one. This contest made the nurses more safety conscious and gave them a little something extra to work for. It also cut down considerably on compensation cost.

Most of us have a file on safety instruction cards consisting of around 350 cards. I got to thinking—why not use these cards more? Why not print them up in a way to make them interesting to the people—so here is what I started. To get the employees to put the cards in their pockets, we first came out with a 1951 calendar on the back of the safety instruction card. Also some of these cards have safety posters, imprinted on them. This got results. People did put the calendar in their pockets.

Then we came out with a monthly calendar on the back of the instruction cards which even got better results and they would leave this calendar around their machines and at their work benches or put them in their pockets.

The next card was used only in our Tennessee plants because only Tennesseans would be interested in it. We made a card showing what county each license plate represented. The employee puts this card in his car. In case he sees a car and wonders what county it is from, he can take the card and look at it. This proved very successful in our Tennessee plants.

Next we printed cards with the game and fish season on them showing when the fishing season would open in certain streams or when the game season on different types of birds would open and close. This was very popular among our sportsmen. Of course, we have put out many cards with safety slogans on the back or safety poster imprints on the front.

### Special Cards

We also made up cards showing the date of the safety meeting in each plant. This was for the safety committee members and management and inviting them to stop in at some other town sometime when the safety committee was meeting and offer suggestions or help to them. There are many, many ideas that can go on the back of these safety instruction cards, and safety poster imprints, that will cause the people to keep them and not to just look at them and throw them away. That's what we've got to do in order to make safety more digestible.

Getting safety suggestions from the employee has always been an important part of our safety program. We came up with the idea about a year ago of giving individual incentive and the thing that we came up with was to award a green and white pencil for each approved safety suggestion.

This program was very successful and we got so many suggestions that 2,000 pencils lasted about nine to ten months. To start out with we awarded a pencil to each safety committee member. A letter was sent out signed by top management with each pencil.

In this contest the safety committees were the ones who picked the approved suggestions. Only a few of the suggestions had been turned in before and very few were impractical.

A new and different approach to safety suggestions and safety education is giving book matches for safety suggestions. For each approved safety suggestion submitted, the employee is awarded a carton of 50 book matches. Each week we give each employee two book matches with a safety message on them to try to stimulate more safety suggestions.

### Community Program

We have always taken in the community in our safety rallies and safety celebration. When our Cowan, Tennessee, plant reached four million man hours we had a community square dance, open house at the plant, free refreshments and eats and invited the whole community of approximately 2,000 to come and visit with us. This includes the top people of the town, such as the mayor, the judge, church leaders, etc. We try to arrange it so they will be on the program.

These gatherings have always proved very successful and our top management is always at the meetings to present the distinguished service to safety award plaques or other awards that the plant might be receiving. We try to have a similar program for each plant that reaches a million man hours without a lost time accident.

Let me add that no matter what size community you operate in it is a good idea to let the community know that you are interested in safety and this is one of the best ways that we have found to show the community that we are interested in safety.

— END —

**SPECIALISTS**  
*in*  
**SPLITS**

**SUEDE LININGS  
SOLE & GUSSET**

GLOVE LEATHERS  
HORSEHIDES  
COWHIDES  
SHANKS  
BELLIES  
DEERSKINS  
MOCCASIN COWHIDE

**A.L. GEBHARDT**  
MILWAUKEE CO. WISCONSIN

**A.L. GEBHARDT CO.**  
416 N. WATER ST., MILWAUKEE 1, WIS.  
PHONE DAlt 8-6919

GEBHARDT-VOGEL TANNING CO.  
706 W. OREGON ST., MILWAUKEE

Here are

**3**

**SHOE PRODUCTS  
THAT SAVE PENNIES**

**INNERSOLES  
PLATFORMS  
WEDGIES**

**LYNN INNERSOLE CO., ALLSTON, MASS.**

## CLASSIFIED ADVERTISING

### Wanted and For Sale

#### Wanted: Surplus Stocks

SHOE MANUFACTURERS' SURPLUS OF  
Shoes including Close outs,  
Samples and Factory Damages  
Also LEATHER SURPLUS and REMNANTS.

WRITE  
MATT AMROSE & SONS,  
SYRACUSE, N. Y.

#### For Sale

1 Slocumb staking machine. Excellent condition. With or without motor. Contact Mr. Blake. Mele Manufacturing Co., 9834 Jamaica Ave., Richmond Hill 19, N. Y.

#### For Sale

#### COUNTERPOCKET STOCK

SORTED — CLEAN RUSSET  
BACK — UPHOLSTERY LEATHER—  
WHOLE COUNTERS AND LARGER.

We have 100,000 pounds on hand.  
40c per lb.

Address A-8, c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### For Sale at Low And Attractive Prices

1. DAMAGED BY FIRE AND WATER, WHICH WE HAVE trimmed off all burnt parts with Electric Knife, which we have separated in 3 classes "WHITE DUCK" as follows: Clean with some slightly soiled about 500 pounds. 2. About half clean and half soiled, about 2500 pounds, and all soiled about 100 lbs. All are in original Compact Bolls, except that which has been trimmed off where burnt. Price for lot 25c per pound or will divide at a price proportionately.

2. UPHOLSTERY LEATHER PIECES: NATURAL BACK—Sorted and Well Trimmed—Size average about 5 by 8 inches—Mixed Colors and laid perfectly flat in Bags—15,000 pounds.

3. White Raised design—Bed Spread material—Quite strong and durable—all about 12 inches wide and 5 yards long in rolls—3000 pounds.

4. Black Rubberized Felt. Durable—about 36 inch width in rolls and some light weight in bolts. Heaviest 1/8 in thick, next 1/16 inch.

5. Cotton Cord Padding 1-3 yards long—full width—flat in cartons 2000 lbs.

Ski-Cloth—closely knitted—napped back. About 10 ounce per square yard. Has appearance of 16 ounce to sq. yard. 50 inch width 1 to 10 yards long. Numerous pastel colors. Semi flat folded in bales—3-500 lbs. each.

Textiles of all kinds in remnants and some full stock. Jute Felt-Soft and Jute Platform Felt—Wool Felt White—Imitation Leather 1/4 yd. to 1 1/2 yds. Flat Folded in mixed colors in bundles no sheeting.

A BUILDING FULL OF VARIED MATERIALS AT LOW PRICES

CENTRAL MERCANTILE CO.

215-221 MILWAUKEE AVE. AT CANAL ST.  
CHICAGO, ILL.

#### Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.  
300 W. Adams St. Chicago 6

#### For Sale

1 large and 1 small buzzle buffer  
2 wet wheels and two overshot buffers  
Motors and blowers for above if desired

Address A-12,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### Books on Leather Wanted

WE ARE INTERESTED in purchasing books on leather and allied fields. A partial want list follows. Please make offers.

Mudd: Leather Finishes  
Smith: Principles & Processes of Light Leather Manufacture  
Harvey: Tanning Materials with Notes on Tanning Extract Mfr.  
Fyle: Leathercraft 4: a Hobby  
Smith: Glue & Gelatin  
Merry: Chrome Tanning Process  
Spies: From Hide to Sole  
Proctor: Principles of Leather Manufacture  
Wilson: Chemistry of Leather Manufacture

MAPLETON HOUSE, 5414 - 17th Ave.,  
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#### Suftko Tool & Die Co.

MFR. of patent glove turners; cleaker cutting dies; sq. Waxsheen for polishing leather or leather products; Prime dressing oil for cutting blocks; leather edge dye staining brush; glove dies; sporting goods dies; shoe dies. Also repair and sharpening dies. Write to 4033-4055 Carroll Ave., Chicago 24, Ill. Telephone Van Buren 6-8112.

#### Help Wanted

#### Leather Chemist

WANTED—by well established Midwest tanner. Competent leather chemist with knowledge of physical and biochemistry capable of doing control work and experimental tannery work. All replies confidential. Address B-1, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Tanner-Chemist

MAN WANTED with 5 to 10 years' experience in tannery with vegetable and synthetic tanning materials. Applicant must be a chemist, willing to locate near New York City. Please submit full particulars. Address B-2, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

#### Salesman

SALESMAN—hides and skins—for old established importing firm. Write stating age, experience, qualifications and remuneration required.

Address B-3,  
c/o Leather and Shoes,  
20 Vesey St.,  
New York 7, N. Y.

#### Cutting Room Foreman

for women's novelty factory, one of largest in New England. Write Box N-1. Leather and Shoes, 10 High St., Boston, Mass.

#### Situations Wanted

#### Tanner

POSITION WANTED. 24 years experience liming, tanning and finishing bag and strap, skirting, shoe leather, bridle leather, suede leather. Can go anywhere, any time. Address A-11, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.



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REJECTED OR OVER-STOCKED  
CHEMICALS — DRUGS  
SOLVENTS  
PHARMACEUTICALS — OILS  
PIGMENTS, ETC.

CHEMICAL SERVICE CORP.  
80-02 Beaver St., New York 5, N.Y.



## Coming Events

March 9-12, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont Plaza, New York City.

March 11-12, 1952—Showing of American Leathers for Fall and Winter, 1952. Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York.

April 27-30, 1952—Annual Shoe Showing. Sponsored by St. Louis Shoe Manufacturers' Association.

May 5-7, 1952—Annual Spring Convention of Tanners' Council. Castle Harbour Hotel, Tuckerstown, Bermuda.

May 11-13, 1952—Fourth Factory Management Conference. Sponsored by National Shoe Manufacturers Association, Netherlands Plaza Hotel, Cincinnati, O.

May 11-15, 1952 — Popular Price Shoe Show of America. Showing of shoes for Fall 1952, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

May 19-20, 1952—Eighth Annual Meeting of National Hide Association, Hotel Cleveland, Cleveland, O.

June 1-4, 1952—Annual Convention of American Leather Chemists Association, Ocean House, Swampscott, Mass.

Aug. 24-27, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York.

Aug. 26-27, 1952—Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York City.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association, Palmer House and other hotels in Chicago.

### H. SWOBODA & SON, Inc.

1027 N. Bodine St. Phila., Pa.

Base Ball and Whip Leather Mfrs.

### SWOTAN

GARMENT HORSE  
WORK GLOVE HORSE

(Grain and Splits)

SPORTING GOODS LEATHER

SPECIALTIES

RETAN SOLE LEATHER

## Deaths

### Percy W. Stern

... 63, *tanning materials executive*, died Jan. 24 in Orange Memorial Hospital, N. J., after a brief illness. He was vice president and treasurer of International Products Corp., of New York City, manufacturer and importer of tanning extracts. Stern, a member of the board, joined the firm 25 years ago as an accountant. He was a member of the Controllers Institute of America and the Canadian Society of New York. Surviving are his wife, Edna H.; a son, Cpl. Donald M.; two sisters and a brother.

### James G. McNeil

... 62, *shoe executive*, died Jan. 27 at his apartment in the Hotel Vendome, Boston. He was the son of James F. McNeil, founder of Thayer-McNeil Co., Boston shoe firm, and had served as president of the firm until his retirement in 1949. A native of Brookline, Mass., he graduated from Harvard College in 1912. He was a director of Shreve, Crump & Low Co., Boston. Surviving are his wife, Miriam S., and a brother, Harold F.

### Harry E. Stevens

... 65, *shoe superintendent*, died suddenly Jan. 20 in St. Petersburg, Fla., after a heart attack. He was superintendent of the Brown Shoe Co. plant in Pittsfield, Ill., for 16 years prior to his retirement in 1949, when he moved to Florida. His wife had died two months previously. He had been with the Brown Shoe Co. for 35 years. There were no immediate survivors.

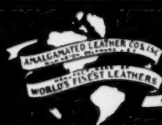
### Thomas F. Gorman

... *shoe supplies manufacturer*, died Jan. 26 at Quincy Hospital, Quincy, Mass., after a brief illness. He was owner and operator of Gorman Innersole Co. of Quincy until his retirement three years ago. Previously he worked in several shoe factories and at one time was foreman of the sole sorting

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room of C. F. Pierce Co., Brockton. A native of Brighton, Mass., he had lived in Quincy for the past 41 years. He leaves two sons, Thomas F., Jr., and Walter A.; a daughter, Mrs. Doris McTiernan; 10 grandchildren and one great grandchild.



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Appearance To Lighter Leathers  
Specify TUFSTA DOUBLER<sup>®</sup>**

*Tufsta Doublor* gives lighter, cheaper leathers the top quality appearance of the best grade shoes. It adds plumpness — gives right body for stitching — is non-absorbent — won't shrink — prevents wrinkling when lasts are pulled. Send for samples now.

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Cranston 10 Rhode Island

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the Danger  
Signal!*



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unwanted tack can be  
electronically located...**

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MODEL A

No more overlooked tacks due to "hit or miss" hand searching! No more scratches and cuts for the operator! You can be assured that shoes will leave the factory free from misplaced side lasting staples, insole and toe lasting tacks.

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**High production . . . Low maintenance.** Depending on factory conditions, production will vary from approximately 6000 pairs daily where the operator merely searches the shoes to approximately 2000 pairs where search and removal are performed by one operator. Maintenance costs are low.

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